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LONGINES
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Clouds gather over the gilts market
P9

Reptiles on and off screen at Cannes
P14

CONTINENTAL ILLINOIS
P16 The rumours that wouldn't die
P17 STOCK EXCHANGE REVOLUTION
Fight to hold the club together

THE LONDON SEASON
P15 Royal Academy and the Chelsea Flower Show

FASHION
P15 Clothes for larger ladies

WORLD NEWS
West German lock-outs ordered

West German employers ordered mass lock-outs from next Tuesday in the strike-bound Stuttgart area. About 65,000 engineering workers in the North Baden-Wuerttemberg region will be made idle, in addition to the 13,500 on strike.

The country's central union federation hit back with a call for a general strike on Wednesday of all members in the affected area. Page 2.

Two die in Ulster blast
Two men were killed and 11 injured—some seriously—in a bomb blast in a car park in Baniskillen, County Fermanagh, Northern Ireland. Earlier, the Provisional IRA claimed responsibility for an explosion that killed two policemen in County Armagh.

3-day school strike
Four thousand National Union of Teachers' members will next week take part in the first of a series of three-day strikes over pay. Page 4.

Greece expels envoy
Greece expelled a U.S. Embassy employee in Athens for his involvement in the investigation into the November murder of a U.S. Navy captain.

Iran issues warning
Iran warned other Arab states and the West not to get involved in its Gulf war against Iraq. Page 2.

Mexico attacks article
Mexico protested to the U.S. State Department about a newspaper article accusing President Miguel de la Madrid of having money in foreign bank accounts. Page 2.

Sakharov petition
The European Community is to petition Moscow about dissident physicist Andrei Sakharov and his wife who are on hunger strike in the Soviet Union, thereby allowing French President Francois Mitterrand to raise the issue on a planned visit to Moscow.

Standard proposals
The European Commission was asked to draw up plans for common standards in telecommunications and electronics industries. Back Page.

Philippines' shuffle
Philippines' President Ferdinand Marcos said his cabinet would resign by the end of June.

Agent Orange lawsuit
A group of Vietnam War veterans sued three U.S. government agencies for failure to warn soldiers of the dangers of the herbicide Agent Orange. The suit came 12 days after seven chemical companies settled a similar action out of court for \$180m (£129.5m).

Beirut fighting flares
At least 13 people were wounded in heavy fighting between rival Christian and Moslem forces in Beirut.

Award for FT reporter
Mary Ann Stehbart, of the Financial Times, received the Wincott Award for the leading financial journalist under 28. Page 3.

BUSINESS SUMMARY
Short Bros in deal with Embraer

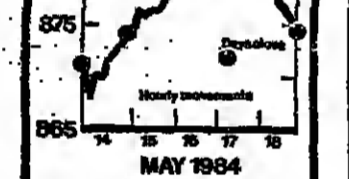
SHORT BROTHERS, Belfast-based aircraft maker, is to collaborate on a wide range of civil and military aircraft programmes with Embraer, the Brazilian aerospace company. It is to adopt the Embraer Tucano aircraft in a bid to win the RAF's competition for a £200m trainer order. A joint team is to study "advanced commuter airliner concepts." Page 3.

Rolls Royce and Turbomeca of France agreed to develop a helicopter engine, the RTM-322, at a cost of over £100m. Page 3.

EUROPEAN ministers at an OECD meeting in Paris stepped up pressure on the U.S. for further cuts in its budget deficit, in spite of the staggered \$142bn (£102.4bn) reduction approved by the Senate on Thursday. Back Page.

U.S. ECONOMY expanded at annual rate of 8.5 per cent in the first quarter, significantly faster than previously thought, the Commerce Department reported. Page 2.

EQUITIES fell on U.S. banking worries. The FT Industrial Ordinary index— which had climbed 13.5 in the previous



four sessions—closed 10.1 down on the day at 874.4. The FT-Actuaries All-Share Index lost 0.5 per cent to 318.79. Gilts resumed their downturn. Page 22.

COFFEE: Supply difficulties lifted the July position 59.5 yesterday to a 64-year high of £2,474 a tonne. Page 21.

DUN AND BRADSTREET and A. C. Nielsen, U.S. information processing companies, agreed on a merger which values Nielsen at just over \$1bn (£721m). Back Page.

INFLATION rate for April was unchanged at 5.3 per cent, disappointing City hopes of a slight fall. The Government remained confident that inflation would continue to edge down in the rest of this year. Back Page.

CONSTRUCTION workers' union negotiators seem certain to accept a pay rise totalling about 5.5 per cent with fringe benefits. Page 4.

BOOTS announced that it has won a licence from the U.S. Food and Drug Administration to sell its pain-reliever ibuprofen over the counter in the U.S.

FRANCE'S Government refused to allow the private Citroen car company to implement plans to make 2,000 workers redundant. Page 2.

POLLY PECK, international trading group, is making a recommended offer for Wearwell, clothes maker, in a merger deal which values the latter at up to £53.4m. Page 18; Lex, Back Page.

NUM under pressure to reach settlement

THE National Union of Mineworkers is under strong pressure from other unions, the Labour Party and its own members to find a negotiated settlement to the coal industry dispute, which has ended its 10th week.

The National Coal Board claims a back-to-work movement is gathering strength in North Derbyshire, a left-led area on strike since the dispute escalated.

Mr Peter Shore, the shadow trade and industry secretary, yesterday said the NUM's decision not to hold a national ballot was a disaster and urged both sides to enter talks without preconditions.

Unions in the electricity supply industry have given a dusty response to an appeal from Mr Peter Heathfield, the NUM general secretary, not to cross picket lines round power stations.

Mr Ken Moses, the North Derbyshire NCB area director, said last night he had been inundated with calls from miners asking for details of how to report to work, or stating their determination to work, next Monday.

This followed a letter from Mr Moses to all miners, which claimed that it was in their interests to return to work.

He said: "People have phoned asking what to do to come to work, they have walked into collieries to ask managers if they can work, they have told me they are determined to work."

North Derbyshire's pit branches met this weekend, when the NCB hopes any move back to work will gather force.

That heavy picketing may prove too much for a potential revolt—but insists the anti-strike feeling will continue to build.

Mr Gordon Butler, the NUM area secretary, said last night the letter was "the lowest form of inducement" to men suffering hardship. He said: "I have advised the men to put the letter back in the envelope and return it to Mr Moses without a stamp. I'll guarantee he gets 20 times more letters back than telephone calls from people wanting to return to work."

Mr Shore, addressing the annual industrial conference of the Electrical and Plumbing Trades Union, said both sides had displayed "total intransigence". His over criticism of the miners' leadership mark the first public breaking of ranks

within the shadow Cabinet over the dispute.

Mr Neil Kinnock, the Labour leader, made a speech of a different tone at the Welsh Labour Party conference. He called on the Government to break the deadlock, and proposed a four-point plan as a framework for negotiations.

This would include: emphasis on production and development; a new financial structure for the industry; a fresh assessment of coal's importance as an energy source; and an energy strategy giving coal "justifiable pre-eminence."

Mr Heathfield's letter to the power supply unions was sent out last week, following the meeting last Friday between the NUM and the transport unions.

It reminds the unions of the facts of the miners' case, and then calls on them to "act in solidarity" with the miners.

"All power stations are picketed and are deemed to be picketed and I am calling on trade unionists not to cross picket lines."

However, Mr John Lyons, the secretary of the employees' national committee for the electricity supply industry, wrote to Mr Heathfield yesterday, saying his request should be directed to Mr Len Murray, Continued on Back Page.

OFT studies Lonrho plan for House of Fraser

LAWYERS AT the Office of Fair Trading are studying Lonrho's attempts to pack the boardroom of House of Fraser, the stores group, with directors who represent Lonrho's interests.

Lonrho has requisitioned resolutions at House of Fraser's annual general meeting on June 29 to secure the election of six of its own directors and six outsiders. The move is designed to ensure that Lonrho's plan for the floating-off of Harrods of Knightsbridge, the group's main store, is approved at board level.

Mr Roland "Tiny" Rowland, Lonrho's chief executive who has a seat on the Fraser board, said yesterday that once Harrods had been floated-off in a demerger "a number of companies would want to take Harrods over. I guess we would be one of them."

Lonrho's latest tactics in its battle for control over House of Fraser, which began nearly seven years ago, has set the Office of Fair Trading and the Department of Trade and Industry a new challenge.

In 1981, Lonrho's attempts to take over Fraser were blocked by the Monopolies and Mergers Commission because it would be against the public interest.

Lonrho, which has a 29.99 per cent stake in Fraser, had to give undertakings to the Secretary of State that it would not increase its shareholdings above 30 per cent and not to do anything which could result in Lonrho and House of Fraser becoming inter-connected bodies.

The Office of Fair Trading said yesterday that the latest initiative by Lonrho was being treated as our number one priority. Our mergers secretary and the lawyers are working frantically on it. We have a duty to ensure that the undertakings are kept under review.

Sir Gordon Borrie (the director general of Fair Trading) will have to advise the Secretary of State whether the Lonrho moves are consistent with the undertakings.

Lonrho said yesterday that it had held discussions with the Office of Fair Trading and the Continued on Back Page.

U.S. bank rescue prompts recovery

FINANCIAL markets in the U.S. were gradually returning to normal yesterday as investors and traders pondered the longer-term implications of the U.S. Government's rescue package for Continental Illinois, the eighth biggest U.S. bank.

In the international money markets, Continental's paper was beginning to trade more normally after several days when banks had shunned it.

One New York dealer said Continental was still having to pay about half a percentage point more for funds than other banks, but he detected a narrowing of the premium that the bank had been having to pay on certificates of deposit.

The sharp falls in long-term U.S. bond prices on Thursday, which had been precipitated by worries about the health of the U.S. banking system, were reversed yesterday, and by lunchtime the 134 per cent long bond, Treasury 2014, had recovered by more than a full point to 98 1/2.

In U.S. short-term money markets, rates continued to fall sharply with the Federal Funds (or overnight interbank) rate dropping by 2 percentage points at one stage to 8 per cent before picking up to about 9 per cent.

Dealers said they thought the Federal Reserve was providing funds to the market to be used accommodating as possible, given the market nervousness following the run on Continental.

Foreign bankers in New York said they thought the official rescue package for Continental, which means, in effect, that the bank regulators will not allow the bank to fail while a longer-term solution is being put together, had succeeded in restoring international confidence in the U.S. banking system.

However, there were markedly differing opinions on what the rescue package meant for Continental itself. "This was reflected in heavy trading in the Chicago Bank's shares on the New York Stock Exchange. They started the day almost half a point better at \$108, fell to \$97, and by 2.00 pm were back at \$10. The shares were the most actively traded on the NYSE."

The question in most makers' minds is whether

Continental can use the breathing space given by the rescue package in trade its way out of its problems on its own, or whether it will be pushed into a merger of convenience.

Mr David Weiss, chief financial economist of Data Resources, the economic consulting firm, said that the Federal Reserve was being "severely tested by the problems of Continental Illinois."

"Support of the bank is primarily an attempt to clear the financial markets, not an attempt to bail out one bank, unfortunately."

In Congress, Continental's bail-out has been received with little enthusiasm. Congressman Ferdinand St Germain, head of the house banking committee, and a frequent critic of the banks, said the action made a mockery of the U.S. Government's advocacy of free market economics.

David Lassevel, Banking Correspondent, writes: Foreign markets gave at best a cautious welcome early yesterday to the rescue package for Continental Illinois. Bank stocks in London were again weak, and the Euro-markets were in a holding pattern.

A dealer at one big London bank said: "The Federal Reserve's action is obviously a great comfort, and the market has been reassured. But we're still watching and waiting."

Although the Fed has pledged to provide Continental with the necessary liquidity to survive, there is still some nervousness in the markets about the firmness of this commitment.

Executives at major international banks were trying to size up the situation yesterday and to decide whether they should re-open their credit lines to Continental, and, if so, for how much.

Mr Jean-Louis Pécresse, head of Continental's European area, said there had been "no dramatic change," and he put it down to the fact that other banks "have a lot of information to digest. The situation will be more clearer on Monday."

It also emerged yesterday that Continental may have other options for survival besides a merger with a stronger partner or attempting to go it alone.

The rumours that wouldn't die, Page 16.

Lazard houses strengthen links

LAZARD BROTHERS, the London merchant bank, is to join forces with Lazard Freres in New York and Paris to create a powerful international investment banking outfit.

The three firms are to retain their local independence but will form a partnership aimed at exploiting the fast-growing international capital markets.

Under an agreement announced yesterday, the links between the three firms are to be strengthened significantly by a series of capital and cash exchanges.

At present, just over 79 per cent of Lazard Brothers is owned by S. Pearson and Son, the diversified UK group which also owns the Financial Times. Most of the rest is controlled by M. Michel David-Weill, who is senior partner of the New York firm and the major partner in Paris.

The London merchant bank is a limited partner in the New York house.

Until recently, Lazard Brothers has had few business links with the two other Lazard houses, which have traditionally worked much more closely together.

After the reorganisation, 100 per cent of the London merchant bank will be owned by a new grouping, Lazard Partners, which will be 50 per cent owned by S. Pearson. Most of the rest will be controlled by partners in the New York and Paris houses.

At the same time Pearson will become a partner in both the New York and Paris firms. Directly and indirectly, it will

PROFITS BEFORE TAXATION AND INTEREST ON PARTNERS' CAPITAL (£m)

	1980	1981	1982	1983
Lazard Freres New York	19	27	26	55
Lazard Freres Paris	6	6	6	7
Lazard Brothers	1980	1981	1982	1983
	12.3	14.4	11.5	13.4

have a 10 per cent share in the profits of both houses, making it one of the largest partners.

Lord Blakenham, Pearson's chairman, said the reorganisation would produce a "unique international investment banking group, comprising leading firms in London, New York and Paris, with a common name and an intimate knowledge of each other."

Together they will be better able to provide world-wide services to their customers.

The aim of Lazard Partners will be to increase the co-operation between the Lazard houses in areas like money management, mergers and acquisitions, and underwriting. It will be run by a committee of seven, chaired by M. Michel David-Weill. His family has been connected with the group since the three Lazard brothers set up general merchants in the U.S. during the mid-19th century.

M. David-Weill said: "We are adding powerful partners but without weighing down our business with unnecessary capital."

Other members of the committee are Lord Blakenham and Mr James Joll of Pearson; Mr Felix Robatyn of the New York firm; Mr Ian Fraser, chairman of Lazard Brothers; M. Jean Guyot of the Paris firm; and Mr Antoine Bernheim of Europe, a French listed investment company which is effectively controlled by the partners of Lazard in Paris.

For the first time, the New York and Paris houses have disclosed details of their profits and balance sheet.

Net tangible assets of the New York firm were put at £40m, and profits in the year to last September were £56m before tax and interest on partners' capital.

On a similar basis, the Paris house made £7m on net tangible assets of £6m.

Lazard Brothers, which is not a partnership, reported profits of £13.4m before tax last year, and its net tangible assets are £79m. The merchant bank will continue as a member of both the Accepting Houses Committee and the British Bankers Association.

Feature, Page 6; Lex, Back Page.

LSE professor likely to head OfTel

PROFESSOR Bryan Carsberg is expected to be named on Tuesday as the first director-general of the Office of Telecommunications (OfTel), which will regulate the affairs of both British Telecom (BT) and Mercury, its business services rival.

Prof Carsberg is professor of accounting at the London School of Economics (LSE) and is director of research at the Institute of Chartered Accountants. He came to ministers' notice after working as an independent adviser to the government on specific telecommunications matters, including the cellular radio licences and the general licence for value-added network services offered on telephone lines (VANS).

The appointment of the director-general is the latest step in the build-up of a regulatory structure for telecommunications, as preparation for the proposed sale of shares in British Telecom this year. The next step is the publication of British Telecom's operating licence, which has to be sent to Parliament for approval. Both houses will debate the licence. They will be able to approve or reject it, but not amend it.

OfTel will have powers similar to those of the Office of Fair Trading. It will monitor competition and will be expected to ensure that BT does not abuse its de facto monopolies. OfTel will have legal powers to investigate any offences and to require their correction.

OfTel is expected to have a staff of about 50 and a budget of about £1.5m a year. Most of the staff will be civil servants. The deputy to the director-general is expected to be Mr Bill Wignall, a last servant at the Trade and Industry Department.

Prof Carsberg's appointment as director-general would be from July 1, the planned "appointed day" for setting up OfTel and establishing British Telecom as a public limited company. Prof Carsberg's initial appointment would be for three years. He is expected to keep his post at the Institute of Chartered Accountants but would have a leave of absence from the LSE.

EEC moves on background standards, Back Page.

MARKETS

DOLLAR
New York lunchtime DM 2.7715 FF 5.515 SwFr 2.276 Y232.2 London DM 2.7705 (2.758) FF 5.5135 (5.4675) SwFr 2.2785 (2.2715) Y232.25 (232.35) Trade weighted 131.3 (132) Tokyo close Y233.58

U.S. LUNCHTIME RATES
Fed Funds 9% 3-month Treasury Bills 9.51% Long Bond 98 1/2 yield n/a

GOLD
New York Comex May latest \$375.5 London \$376.5 (\$377.25) Chief price changes yesterday, Back Page.

STERLING
New York lunchtime \$1.3885 London \$1.387 (1.3965) DM 3.85 (3.8525) FF 5.3165 (3.175) SwFr 11.805 (11.8225) Y232.75 (232.75) Trade weighted 80.4 (80.5)

LONDON MONEY
3-month interbank mid rate 9 1/2% (9 1/2) 3-month eligible bills buying rate 8 1/2% (8 1/2)

STOCK INDICES
FT Ind Ord 874.4 (-10.1) FT-Actuaries 519.79 (-0.8%) FT-SE 100 1,104.9 (-8.1) FT-A long gilt yield index High coupon 10.6 (10.53) New York lunchtime DJ Ind Av 1,133.48 (-8.79) Nikkei Dow 10,128.58 (-213.63)

CONTENTS

Appointments	23	Gold Markets	17	SE Dealings	23	Aldg. Soc. Rates	17
Arts	14	How to Spend It	21	Stock Markets	22	ANNUAL STATEMENTS	3
Books	12	Int'l. Ca. News	18	Wall Street	20	AT Industries	8
Buildings	11	Leader Page	16	Roussos	20	Bechtel Mort. Tel.	8
Class	11	Letters	18	Travel	11	Sears Hldgs.	4
Collecting	15	Lex	28	TV and Radio	14	SAVINGS OFFERS	5
Commodities	21	London	28	UK News:	4	Jinger Friedlander	5
Company News	15	Man in the News	28	General	3.4	Hembs Unit. Est.	6
Crossword	18	Mining	6	Labour	4	Marsury	6
Economic Diary	19	Money Markets	21	Unit Trusts	24.25	Scott Mon. Rail G.	6
European Options	23	Majoring	11	Your Savings/Inv.	7.9	John Govett	8
Finance & Family	8	Overseas News	12	Weather	28	Guinness Mifson	8
FT Actuaries	22	Property	10	Work in the Hts.	28	Wendy Ch. An.	8
Foreign Exchanges	19	Share Information	28, 27	Base Rates	15	HK UT	1
Gardening	15	Sport	15				

For London market and latest share index, 01-246 8026.

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Yugoslavia and IMF seek to end pricing row

By David Buchan and Aleksandar Lebl in Belgrade

YUGOSLAVIA AND the International Monetary Fund IMF are urgently seeking to bridge disagreements over Yugoslav pricing policy, which stands in the way of Yugoslavia drawing on the first tranche of its \$370m IMF standby credit for 1984.

Following the visit this week by Mr Vlado Klemencic, the Yugoslav finance minister, to Washington, Mr Alan Whitmore, head of the IMF's European Department, is expected here early next week to try to resolve the dispute which turns on the partial manner in which Yugoslavia ended its four and a half month price freeze, on May 3.

The IMF considers that Yugoslavia has reneged on its pledge to let the prices of 55 per cent of all goods and services be determined freely by market, with remaining prices to be controlled to varying degrees. The IMF wants to reduce distortions caused by administrative price controls.

But the Yugoslav Government, anxious to retain a handle on accelerating inflation, has in fact completely decontrolled some 20 per cent of prices, and retained a 30-day notification procedure in order to slow increases in the remaining 35 per cent. In addition, it has retained the right to roll back any increases it considers excessive.

This price policy dispute could interrupt the refinancing of \$1.3bn debt maturities this year already agreed by western commercial banks. It could also affect rescheduling of some \$800m which Yugoslavia this year owes western governments, though agreement on this official debt is expected to be signed in Paris next week. Both banks and governments are taking their lead from the IMF.

However, some Yugoslav officials concede that the 30-day notification procedure — long a feature of Yugoslav pricing policy — is unnecessary, and may soon be removed. American banks signed their 1984 debt refinancing agreement this week in New York, in the hope that by the time the long signing process by banks in Europe and other regions is completed, the IMF and Yugoslavia will have settled their dispute.

Iran warns against intervention

BY KATHLEEN EVANS IN DUBAI

IRAN yesterday issued its sternest warning yet against the involvement of other Gulf Arab states in its war against Iraq and any Western attempt at intervention.

Speaking at the weekly prayer meeting in Tehran, Hajoteslam Hasemi Rafsanjani, Speaker of the Majlis (parliament), also said that Iran regarded exports of oil by Saudi Arabia and Kuwait on behalf of Iraq as direct participation in the war. Iran, he said, should prepare itself for war throughout the year against the interests of every country desiring intervention in the Gulf. He spoke cryptically of "an extremely momentous development, the consequences of which cannot be predicted."

Mr Rafsanjani's declaration was followed quickly by a broadcast in Arabic from Tehran quoting the Iranian Foreign Ministry as saying that all Arab oil exports from the Gulf would be insecure if Iran's shipping lanes continued to be in jeopardy.

The warnings came hours after Iraq's claim that its aircraft had carried out attacks on two "naval targets in the Gulf close to Iran's Kharg Island oil terminal."

But shipping and salvage companies in the region could not find any confirmation of any raids on shipping and no casualty reports were received by Lloyd's in London. Nor were any distress signals picked up in the region.

Nevertheless, it is possible that the Iraqi aircraft may have struck Iranian vessels somewhere between Bandar Khomeini and Kharg Island.

The Iraq announcement was interpreted in the Gulf as a clear sign that the Baghdad regime intends to continue its raids on tankers and shipping using Iranian ports.

Its timing, just 12 hours after the conclusion of the Gulf Cooperation Council's foreign ministers meeting in Riyadh, seemed designed to preempt any pressure from the conservative Arab states of the Gulf.

Robert Cottrell in Tokyo adds Japan is likely to appeal for safe passage for shipping in the Gulf when Mr Tariq Aziz, Iraq's Foreign Minister,

arrives in Tokyo on Monday. Mr Aziz is accompanied by Mr Sabah al-Ahmad al-Jabir, Foreign Minister of Kuwait.

The two Arab leaders, who requested the trip, will meet Mr Yasuhiro Nakasone, Prime Minister, Mr Shintaro Abe, Foreign Minister, and other government officials.

Reuter adds: Norwegian shipowners said they would send no more ships to the Gulf and had ordered Norwegian vessels already in the area to leave as soon as possible.

Norwegian shipowners yesterday stopped sailing into the Gulf because of recent attacks on shipping, higher insurance premiums and problems with crews reluctant to work in the area.

Mexico protests over corruption claim

BY DAVID GARDNER IN MEXICO CITY

MEXICO HAS sent a strong letter of protest to the U.S. State Department concerning an article which appeared in the Washington Post during President Miguel de la Madrid's first state visit to the U.S. this week, accusing the Mexican President of having large sums of money deposited in foreign bank accounts.

The article, by Mr Jack Anderson the syndicated columnist, was sourced to a senior Administration official and another, unspecified source "with access to CIA and National Security Agency information."

The Mexican authorities have sought and obtained an immediate reply from the State Department, officially stating

that the U.S. Government has no information in its possession which could substantiate Mr Anderson's allegations.

The allegations have marred what Mexican officials say was otherwise a successful exchange of views on the issues of Central America, Latin American debt and trade.

The article, which Sr de la Madrid's office describes as a slander, which appeared in the Washington Post, was published the morning after the Mexican President's arrival in Washington, on a trip resigned to stress growing regional alarm at the arms build-up in Central America and the "pernicious" effect of rising U.S. interest rates on the heavily indebted Latin American nations.

A strongly-worded letter of protest was sent to the Washington Post, and the Mexican President received a personal apology from Mrs Katherine Graham, the paper's owner, the same day.

The State Department letter, issued to the Mexicans on Thursday, says that the information available "in all government offices leads to the firm conclusion that President de la Madrid has set a high standard both personally and officially, in carrying out his promise to bring honesty to Government."

Sr de la Madrid, both in his election campaign and on assuming office in December, 1982, promised a "moral renovation" campaign to clean up the massive corruption rife in the administration of Sr Jose Lopez

Portillo, his predecessor. Several prominent Lopez appointees are currently in jail awaiting trial on corruption charges.

Mexican officials believe privately that Mr Anderson's allegations form part of what they see as a pattern of growing U.S. pressure on the de la Madrid administration to swing its Central American policy into line with Washington's.

Mexico is the prime mover of the Contadora group of nations (which includes Venezuela, Colombia and Panama), seeking a negotiated settlement to Central America's wars. In a speech to both Houses of the U.S. Congress on Wednesday, Sr de la Madrid argued strongly against outside military intervention in the region.

U.S. economy surges ahead at 8.8% a year

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

THE U.S. economy expanded significantly faster than previously thought in the first quarter, surging ahead at an annual rate of 8.8 per cent, according to revised figures, the Commerce Department reported yesterday. The new data added half a percentage point to last month's estimate of a real 8.3 per cent annual growth rate in the Gross National Product in the January to March period.

Yesterday's report followed a series of good results for April — notably for retail sales, in-

dustrial production and house building — which suggested that the second quarter had also got off to a stronger rate than originally expected. Commerce Department economists now say that the second quarter growth rate could run as high as 5 to 6 per cent, rather than the 2 to 3 per cent that some economists have predicted.

Many private economists fear that over-rapid expansion could add further upward pressure on interest rates, possibly endangering the recovery. The White

House, though clearly concerned about such risks in an election year, has consistently maintained that the economy is not over-heating.

The first quarter saw a 3.9 per cent increase in after-tax corporate profits which recovered from a decline of 0.8 per cent in the final quarter of last year, the Department said. First quarter profits were running at an annual rate of \$145.5bn, up 37.2 per cent on the first quarter of 1983.

Meanwhile, on Capitol Hill,

the stage was set for conference negotiations between the House and Senate on plans to reduce the federal budget deficit, after the Republican-led Senate approved a package of cuts and tax increases that would total \$142bn over the next three years. The House has already passed a very different package totalling \$182bn.

Both Republicans and Democrats in the Senate acknowledged yesterday that it would be difficult to reconcile the two versions.

Government cracks down on Bolivian strikers

By Hugh O'Shaughnessy

THE LEFT-of-centre Bolivian Government of President Hernán Siles decreed a firm crackdown on industrial unrest yesterday as fears of a military coup surfaced in La Paz.

As he announced tough action against strikers, President Siles sent security forces into the Central Bank early yesterday morning to dislodge workers who had been occupying it and holding up domestic and international banking operations for the past month.

At the same time the Government announced a doubling of the wages of workers in the private sector and the public sector and a bonus of 51,900 pesos (about \$15) for employees of ministries.

Earlier the armed forces had issued a statement warning that they would intervene if unrest in the country worsened.

Late yesterday it was clear whether the labour unrest which had mushroomed after the announcement of tough austerity measures by President Siles last month, was abating.

Workers at the Central Bank, who were threatened with dismissal if they did not return to their posts yesterday were holding a mass meeting to consider their response to the Government's threat to replace them with retired employees and new recruits. Some strikers were manning street barricades.

Leaders of the COB trade union confederation were continuing their hunger strike aimed at forcing the Government to retract its austerity plan and sack his economic team. President Siles was giving no sign yesterday of acceding to workers' demands and has rejected the proffered resignation of Sr Flavio Machicado, the finance minister.

President Luis Alberto Montje of Costa Rica will be seeking Britain's help in finding a peaceful solution to the Central American crisis during his visit to London next month.

President Montje who arrives on June 24 is also expected to ask Britain to back Costa Rica's declaration of neutrality in the regional conflict.

The social democratic Costa Rican leader is to visit a dozen Western European countries next month and address a plenary session of the International Labour Organisation in Geneva, where he once worked as an official. Costa Rica feels itself vulnerable in the Central American conflict having abolished its army in 1949.

Swedish prices up

SWEDEN'S consumer price index has continued an upward trend in spite of the Government's tough anti-inflation policy which includes a recently-announced price freeze until the end of 1984, writes David Brown from Stockholm. Prices advanced 0.6 per cent during April. The annual rise of 8.9 per cent is nearly a full percentage point above the EEC average, according to the SCB, the official Swedish statistics agency.

The SCB says the Government's price freeze has yet to work through due in part to anticipatory increases.

W. German employers order lock-outs of engineering workers

BY RUPERT CORNWELL IN BONN

THE CRISIS in the German engineering industry deepened dramatically yesterday as employers ordered mass lock-outs from next Tuesday in the strike-bound area of North Baden-Wuerttemberg around Stuttgart.

The measure will be confined to companies employing 2,000 men or more. Even so around 65,000 engineering workers in the region will be idle, in addition to the 13,900 already on strike.

Almost immediately the DGB, the country's central union federation, hit back with a call for a general protest strike on Wednesday of all its members in North Baden-Wuerttemberg.

IG Metall, the engineering union, meanwhile announced last night that it was planning a mass demonstration on May 28 in Bonn to back up its demand for a five-hour cut in the working week to 35 hours.

This new escalation of the battle between engineering employers and union comes on top of a guaranteed widening of trouble next week when a further 33,000 IG Metall members are due to strike from

Monday around Frankfurt and elsewhere in the Hesse region. The main victims of the strike so far have been the car manufacturers, crippled by supplies of key components drying up from strike-hit factories in North Baden-Wuerttemberg.

BMW is already more or less at a standstill, while other car companies are likely to be similarly affected early next week.

Despite mounting fears for the economic consequences of the dispute, no agreed mediator has yet emerged to try to nudge both sides towards a settlement.

The only, if slender hope of an early end lies in the professed willingness of both IG Metall and the employers to meet again. But last night there was no sign of when or where that might be.

Chancellor Helmut Kohl is meeting French President Francois Mitterrand tomorrow in a further attempt to settle the problems of the EEC before the scheduled community summit at the end of next month.

Bonn protests at criticisms by Soviet newspapers

BY LESLIE COLTITT IN BERLIN

WEST GERMANY yesterday protested against Soviet Press attacks on the Bonn Government on the eve of an official visit to Moscow by Herr Hans Dietrich Genscher, the Foreign Minister. Bonn is concerned that the Soviet criticism may signal a hardening of Moscow's Westpolitik.

The Soviet army newspaper brought up a charge of growing militarism while the party newspaper, Pravda, suggested West Germany was being inundated by a wave of neo-Nazism.

Herr Peter Bönisch, the chief West German Government spokesman said the charges were "an old worn propaganda record." He said West Germany was working to continue the East-West dialogue and

intensify German-Soviet relations by long-term co-operation.

Until recently Moscow had concentrated its attacks on the Reagan Administration, leaving West Germany unscathed. But in the past few days the Soviet Press has launched a series of attacks on Bonn, claiming that it was following in the "tracks of Washington's imperialist policies."

A commentary by Tass, the Soviet news agency, earlier this week said plans by the West European Union to lift the last remaining restrictions on West German arms production were "very dangerous." It said their realisation would be a further step towards determining the course of peace and confidence in Europe.

French government blocks Citroen redundancy plans

BY PAUL BETTS IN PARIS

THE FRENCH Government yesterday refused to allow the private Citroen car company to go ahead with its controversial plans to make 2,000 workers redundant.

In a clear effort to try to defuse the widening Citroen labour dispute, M Pierre Bérégovoy, the Social Affairs Minister, said the government had agreed to allow Citroen to cut 4,000 jobs this year by early retirement and other socially acceptable schemes but that it was opposed at this stage to any compulsory redundancies.

Citroen, the financially troubled subsidiary of the French Peugeot car group, is seeking to reduce its workforce in France by 6,000 this year. Four of its plants in the Paris area have been occupied by militant workers opposed to the company's job cut plans. The company again insisted yesterday that it had little alter-

native except to go ahead with the cuts if it is to return to profitability.

But the government is now trying to persuade Citroen management and unions to negotiate a compromise on the basis of reducing the working week at Citroen by two hours. The company claims this would not solve its problems.

By opposing the Citroen redundancies for the moment, the government appears to be playing for time in a conflict which is already causing wide political repercussions in France. M Bérégovoy indicated yesterday that there were three months to negotiate a workable solution to the Citroen problem.

The pro-Communist CGT union, which has led the strike action and plant occupation at Citroen, appeared to welcome the government's intervention yesterday.

Israel denies camp shootings

By David Lennon in Tel Aviv

ISRAEL has denied any responsibility for the killing of two women in the Ein Hilwe Palestinian refugee camp near Sidon, in southern Lebanon on Thursday. Arab states have called for a UN Security Council meeting to consider their allegation that the Israelis were responsible for the killings.

An Israel army spokesman said yesterday that one woman had been shot by a camp resident, and that the other had died after being hit by bullets fired by mourners at the funeral later that day for the first victim.

Mr Olof Rydbeck, commissioner general of the UN relief and works agency, which provides aid to refugees, issued a statement in Beirut saying that the shooting had been carried out by Palestinian camp guards

IBM urged to settle in EEC competition case

BY PAUL CHEESERIGHT IN BRUSSELS

THE European Commission yesterday stepped up pressure on IBM, the world's largest computer manufacturer, for a rapid settlement of a competition case which has been running for three years.

The deadline is the middle of this year — in principle before the summer break. By then I would like to close this case by one way or another," said Mr Frans Andriessen, the commissioner for competition policy.

IBM is accused of abusing its dominant position in the market, by refusing to release details of how equipment from competitors can be linked to its computers until machines are delivered to customers. The Commission wants that informa-

tion released when a new product is announced.

Mr Andriessen's comments mean that unless IBM and the Commission can negotiate a settlement, the Commission will order IBM to make the information available and probably seek to exact a heavy fine. A legal ruling is in the final stages of preparation.

IBM has made it clear it would fight such a ruling in the European Court of Justice.

Behind the case lie the fears of both the Commission and a number of EEC manufacturers that IBM's strong position in the market might become even more powerful unless time can be gained for competitors to make equipment which can be plugged into IBM computers.

John Griffiths reports on the revival of Germany's premier motor racing venue

Return of the Nuerburgring

HIGH ON the forest-shrouded Eifel hills, amid a strong aura of myth and legend, the second great "ring" cycle is under way. The production has cost DM 81m (£31m) and the opening performance at the weekend involved a cast of thousands.

The intention of Dr Bernhard Vogel, Minister President of the West German state of Rhineland-Palatinate, and his fellow government impresarios is that roles for at least 1,300 should be created in perpetuity.

The "ring" itself is 2.8 miles long and, by its shape as though it had been trampled by a herd of elephants. But its twists and curves have been designed by computer. They combine to make up the new Nuerburgring — a name as famous to motor racing enthusiasts as that of Richard Wagner to opera lovers.

The first Nuerburgring cycle began in 1927 in this picturesque but job-starved area then known as the "poorhouse of Prussia" and ended with shocking suddenness seven years ago in the flaming wreckage of former world champion Nikkei Lauda's grand prix car.

The accident triggered a long-foreshadowed boycott by grand prix drivers of the enormously challenging, but by then notorious, 14-mile-long "old" Nuerburgring circuit. Lauda, badly disfigured, was one of its worst casualties.

Industry in this region south-

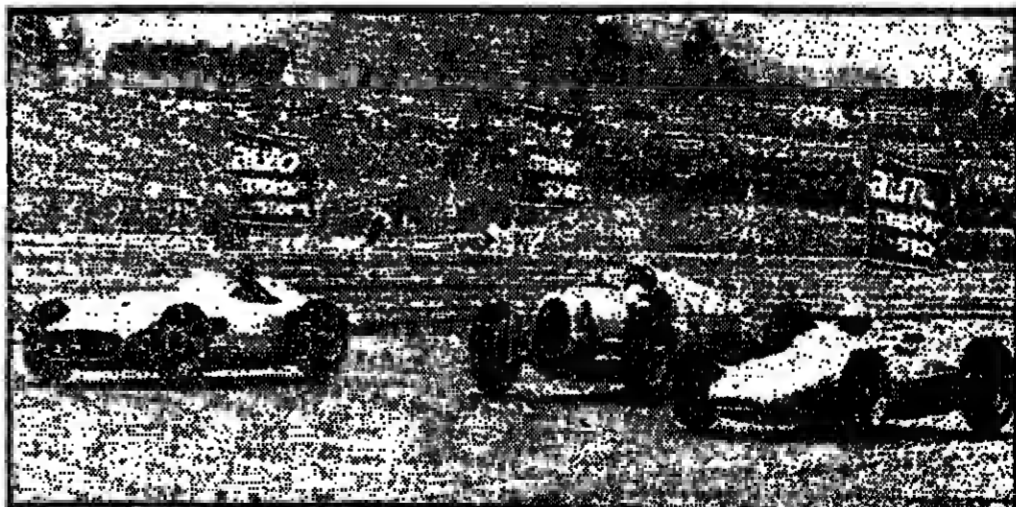
west of Bonn, is sparse — much of it in paper-making — and tourism is important. The closure of the old Nuerburgring to grand prix racing (though part of it is still used for lesser events) dealt a nasty blow to an area reliant on an annual influx of racegoers.

It is believed by Dr Vogel and his associates that the new, purpose-built circuit — one of whose straight runs is parallel with and a few yards from the course down which Nuvolari, Fangio and their cohorts once thundered — will generate a turnover of at least DM 50m. As many as 1,500 new jobs are hoped for, not just at the circuit but also at surrounding towns scattered around the hills and valleys.

Motor racing is almost as much a national passion in West Germany as it is in Italy, and the old "ring" occupied a hallowed place in the motor industry, as the site from which the country's pre-war world domination of motor sport was launched.

The project has therefore attracted DM 40m of federal funding channelled through Nuerburgring GmbH, the company set up to operate the circuit. Its chairman is Dr Wolfgang Brix, the state Minister of Commerce and Traffic.

The circuit has taken nearly three years to build, and involved laying 90,000 tons of asphalt, constructing over 13



Veteran racing cars speed along the newly-built track of the Nuerburgring last weekend

miles of guardrails, and putting in sooting for 120,000. Mindful of the vocal West German ecology lobby, the circuit authorities have spent DM 4m on reforestation and other environmental measures.

Well over 500,000 people are expected to visit the track each year so improvements to surrounding infrastructure have been made including upgrading roads and building a major new waste water disposal system to which a number of communities can now be connected.

Later this year, a motor racing museum will be opened, which is seen by Dr Brix as further strengthening the region's tourism potential. "A considerable number of innkeepers and hoteliers, encouraged by the building of the new circuit, have already considerably increased their catering and hotel capacities," he points out. Private

investors will be sought to participate in the further growth that is expected.

Dr Vogel sees an even wider role for the new "ring". He wants to see it developed into a road safety training centre, with instruction courses and facilities such as skidpans.

Already it has produced a gathering which may never be repeated. Mercedes, which "christened" the circuit with a race between 20 identical versions of its high performance 190 model to be launched shortly, before the world for its guests and drivers.

On the night before the race, the following sat down in the elegant restaurant of the Kur-fuerstliches Amsthaus: Five-time world champion Juan Manuel Fangio, Rene Dreyfus, Manfred von Brauchschitz, Hermann Lang, and others of the Nuerburgring's most famous past,

Mugabe attacks opposition over rebel action

By Tony Hawkins in Harare

MR ROBERT Mugabe, the Zimbabwe Prime Minister, yesterday warned the opposition Zapu party to prepare for "an exceedingly tough new road."

The Prime Minister, speaking at the funeral of an official of the ruling Zanu-PF party, killed by Mugabe dissidents last weekend, said "enough is enough."

Political analysts said Mr Mugabe's bitter attack on the opposition party led by Mr Joshua Nkomo appeared to fore-shadow a new offensive against the dissidents in Harare.

The Mugabe Government accuses the opposition party of aiding and abetting the rebels who have been waging a hit and run campaign against security forces since 1982.

"From today, the action we will take will be hard on Zapu," he said, adding that Zapu had spurned the Government's hand of friendship and shown it wanted war. He said he would give power to the police and the security forces to hunt for the murdered man's killers, adding "anybody here who belongs to Zapu will have to answer for it."

The Zanu official, Mr Peter Shimoyu, was murdered only 80 miles south east of Harare in the first incident reported to have taken place close to the capital.

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R-R signs helicopter engine deal

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

ROLLS-ROYCE and Turbomeca of France have signed an agreement to develop and produce a helicopter engine, the RTM-322, at a cost of more than £100m.

The British and French defence ministries are subscribing part of the development cash and the two companies the rest.

The engine, of 2,100 shaft-horsepower, is aimed at the growing market for civil and military helicopters. However it is what is called a "core" engine, which means it can be adapted for other uses.

From the basic "hot core" of the RTM-322, for example, Rolls-Royce and Turbomeca could develop a turbo-propeller engine to replace the Dart turbo-prop, and a jet engine for small business aircraft.

The first sales target is the

AIR FARES between London and the Netherlands, already set to be cut from £87 to £49 return this summer, may be further reduced to £20 one way from September 1, Michael Donne reports.

Virgin Atlantic Airways, which will offer a cheap (£99 single) fare across the North Atlantic from Gatwick to Newark (New Jersey) from June 22, plans to operate a service from Gatwick to Maastricht at £20 one way.

Anglo-Italian (Westland-Agusta) EH-101 helicopter being developed to replace the ageing Sea King helicopters in both the Royal Navy and Italian Navy. A commercial version of the helicopter will also be developed.

It has applied to the UK Civil Aviation Authority and the Dutch Government for permission to fly the route at that rate. The service would be an extension of its Gatwick-Newark operation, using the same Boeing 747.

Maastricht is close to the Dutch-German-Belgian border and if Virgin Atlantic flew from there it would enable the airline to tap a much wider market for its trans-Atlantic service.

Other important markets are emerging. One is in the U.S. Sikorsky Black Hawk tactical transport helicopter, which uses a U.S. engine.

Wessex and Puma helicopters in the UK armed forces. If chosen, the Black Hawk would have to be re-engined with a British power-plant, and the RTM-322 is considered suitable.

Sikorsky is studying the engine at its Stratford, Connecticut, plant.

Another market could be the Franco-West German (Aérospatiale-Messerschmitt) PAB-2 anti-tank helicopter.

Rolls-Royce and Turbomeca have authorised production of an initial batch of 12 RTM-322 engines. The first will run on the test-bed this year and production engines will be available in 1988.

Shipbuilding subsidy rise sought

By Andrew Fisher, Shipping Correspondent

THE GOVERNMENT is pressing the EEC to be allowed to increase subsidies on individual shipbuilding orders, so as to bridge the wide gap between UK costs and Far Eastern prices.

The move, announced in Parliament yesterday by Mr Norman Lamont, an Industry Minister, followed a proposal by the European Commission in February that EEC member states be allowed to increase aid to national shipbuilding industries.

This is intended, however, to be linked to further cuts in capacity and jobs, along with investment in new techniques to make remaining yards more competitive. The various states have yet to approve such measures.

Under present rules for the intervention fund, by which the Government helps British yards close to matching low Far Eastern prices, such aid may amount to 15 per cent of the contract price.

Mr Lamont said yesterday that the EEC had been sent proposals "for a significant increase in the permissible level of government support for shipbuilding orders." State-owned British Shipbuilders would like to be able to secure 30 per cent subsidies for some large contracts.

DBS 'ought to be superstation in sky'

BY RAYMOND SNOOPY

DIRECT BROADCASTING by satellite should be a superstation in the sky carrying live sport, plays and concerts as well as round-the-clock news, says Mr Bryan Cowhill, managing director of Thames Television.

Apart from offering a film channel it really would not do to serve a staple diet of repeat material dressed up as the best of the BBC and the best of ITV, he told the Royal Television Society.

In a survey of what programming would be needed to make DBS a success, he said: "What we desperately need is a new concept and then the entrepreneurial energy and nous that will create a buzz and an appetite."

DBS should be used to liberate a wealth of material so

far confined to the stadium, the theatre and the concert hall. People all over Britain should be able to watch performances at the South Bank and the Barbican through contributing to an electronic box-office.

The third of the three extra channels planned for DBS could provide the first steps towards a television version of the BBC World Service, he said on Thursday.

The kind of journalistic service that the combined resources of the BBC and ITN were equipped to provide would be of enormous value to the UK. If "the lion lay down with the tiger" both the BBC and ITN, and their associated international news agencies, Visnews and UPITN could pool their resources for a 24-hour-a-day news channel.

Attallah and Cluff buy art magazine

Financial Times Reporter

APOLLO, one of the art world's glossiest magazines, has been bought by Mr Alex Cluff, managing director of Cluff Oil and owner of The Spectator, and Mr Naim Attallah, publisher and a director of Asprey's Jewellers.

The monthly magazine was sold for an undisclosed amount by FT Business Information, a subsidiary of the Financial Times.

Apollo, which has a circulation of about 8,000 mainly in Britain and the U.S., will be published as a joint venture by Mr Cluff and Mr Attallah. They own jointly the Literary Review.

Mr Joe Rocaly, chief executive of FTBI, said yesterday that Apollo was being sold because the group was concentrating on business magazines such as Investor's Chronicle.

He said: "We have published Apollo since 1962 and our association has been a source of great satisfaction to us. However, the recent reorganisation of our widely-based business publishing and information services into FT Business Information has led to rationalisation of our interests and an expansion and development of our business magazine newsletters and allied services."

Mr Attallah said it was early to say what plans he and Mr Cluff had for Apollo.

Shorts and Embraer in joint RAF trainers bid

BY OUR AEROSPACE CORRESPONDENT

SHORT BROTHERS, the Belfast aircraft manufacturer, signed an agreement yesterday to collaborate in a wide range of civil and military aircraft programmes with Embraer, the Brazilian aerospace company.

Short, under the agreement will adopt the Embraer Tucano turbo-prop basic trainer aircraft and offer it to try to win the RAF competition for a £200m order of 155 trainer aircraft.

A joint team will be set up to study possible "advanced commuter airliner concepts"

for the 1990s, and new business and executive aircraft.

Further collaborative aviation ventures will be studied "on anything that makes commercial sense".

The pact, going far beyond the original Shorts-Embraer collaboration on the Tucano aircraft first mooted some time ago, was signed by Sir Philip Foreman, chairman and chief executive of Shorts, and Senhor Ozorio Silva, chairman of Embraer.

Sir Philip said that if the

Tucano won the RAF competition it would be built 100 per cent in Belfast, creating 600 jobs in the company, which now employs 6,000 and promoting work in the UK aerospace equipment and component industries.

Shorts will be responsible for the total programme within the UK, including all the design and development work associated with tailoring the

Tucano to meet the RAF's requirements, as well as for marketing and after sales support," he said.

The Tucano is one of a short-list of four aircraft being studied by the RAF. The others are the Swiss Pilatus PC9, in conjunction with British Aerospace; the Australian A-30 Wamira; and the British-built Firecracker, from Firecracker Aircraft.

Lufthansa denies claims over Laker evidence

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

LUFTHANSA has denied a suggestion that the U.S. Justice Department dropped a key part of its investigation into Laker Airways' collapse on limited evidence available in the U.S.

The West German airline says Justice Department officials had access to relevant Lufthansa documents in Germany and took evidence from its staff in Cologne.

Only after a thorough investigation, with Lufthansa's full cooperation, did the Justice Department announce that Lufthansa, Swissair, British Caledonian, McDonnell Douglas and General Electric were out of the inquiry, Lufthansa claims.

The Justice Department stated last week that it would not start any civil or criminal anti-trust action over allegations that a group of airlines and others conspired to wreck a plan to refinance Laker.

Aspects of the Laker collapse including, it is believed, allegations of a conspiracy to destroy Laker by fare-price fixing.

Lufthansa, BCal, Swissair and McDonnell Douglas believe that they are not involved in the fare-fixing investigation as they were not Laker's competitors on the London-New York route.

Lufthansa and BCal also believe the Justice Department's decision has removed the basis for the claims against them in the \$1.1bn (£797m) civil anti-trust action begun in a Washington court by Mr Christopher Morris, the Laker liquidator.

It is not a view shared by Mr Morris and his lawyers. They do not distinguish between Laker's competitors — Pan American, Trans World Airways and British Airways — and the other airlines and companies Mr Morris has sued.

His claim is based on a belief that the two alleged conspiracies were both part of a plan to get rid of Laker.

Labour in Wales rejects support for law-breaking

BY ROBIN REEVES, WELSH CORRESPONDENT

CALLS FOR unqualified support to trade unions and councils breaking the law were rejected overwhelmingly at the Labour Party's Welsh Conference in Tenby yesterday.

It backed an earlier conference appeal by Mr Neil Kinnock, Labour leader, not to treat the law with contempt because it was a weapon for a future Labour government; opting for a moderate resolution from the National Union of Public Employees.

This called on Welsh local authorities, many of which are Labour-controlled, to resist government financial targets, maintain services and staffing, and reject privatisation.

However, delegates supported overwhelmingly a Transport and General Workers Union resolution. This called for re-introduction of foreign exchange controls on the export of capital, selective tariffs on manufacturing imports and "the development of a more orderly world trading system to maintain a high and sustainable level of economic growth in developing nations."

Moving the resolution, Mr George Wright, the union's Welsh secretary and a leading contender to succeed Mr Moss Evans, said the policy of an open door for imports and the export of capital had produced an economic disaster in the UK.



Hugh Houlledge

Award for FT journalist

MARY ANN SIEGHART (above left), of the Financial Times, yesterday received her award for the leading financial journalist under 25, presented on behalf of the Wincott Foundation by Mrs Joyce Wincott.

The foundation commemorates Harold Wincott, the eminent financial journalist who died in March 1969. Ms Sieghart, who writes mainly on the Eurobonds markets, was recently commended in the young journalist category of the British Press Awards.

Other awards from the foundation for outstanding achievements in economic and financial journalism went to Mr Rupert Pennant-Rea of the Economist (senior journalist of the year) and Mr Patrick Weaver of the Birmingham Post provincial press.

The panel of judges made a special award to Channel Four television for carrying a regular, hour-long news programme that has enabled economic affairs to be covered in greater depth.

A B.A.T Industries Report

An abridged version of comments made by Patrick Sheehy, Chairman of B.A.T Industries, at the Annual General Meeting on Thursday 17th May, 1984.

"Investment will flow to where it is needed only if the conditions are right"

The prosperity of the whole world depends, to a great extent, on the investment decisions made by vigorous and enterprising companies like ours.

When we invest in another country we provide money, jobs and skills, and we create new resources that are vital for the development of that country.

But investment will flow to where it is most needed and does most good only if the conditions are right. And I have to say that in many parts of the world the conditions are not yet right.

For example, some countries have foreign investment review bodies which create so many obstacles that it is easier to go elsewhere.

Others have developed administrative barriers, difficult to pin down, but time-consuming and frustrating. I have in mind the practices of some of our friends in Europe. If we are to realise the potential of a common market of 270 million people, we must sweep away the barriers and create one internal market to equal that in the United States.

We have seen European Commission initiatives for harmonising company law which totally misunderstand the complex nature of a group such as ours. With our vast experience of many forms of corporate organisation we do not believe that any one system of management structure will suit them all.

Looking outside Europe, there are pressures to make us reduce our shareholdings in companies. We are very well aware of the benefits of local

involvement, but cutting our shareholding too far can deprive a local company of our expertise and even make us question the desirability of any further investment in that country.

Sometimes the draconian financial policies laid down when the International Monetary Fund is called into a country do not show sufficient understanding of the underlying social circumstances and can result in a shrinking of the economy.

Certainty in taxation standards is another major criterion for investment and I am glad we are seeing some encouraging signs on the question of unitary taxation.

Finally, financial services is a sector where we now have a vital interest, and one which offers tremendous potential throughout the world. We therefore need to create one common market in Europe for services, as well as goods, and I welcome the growing support for an international liberalisation of trade in services.

These issues face any company which is seeking to invest. They do not stop us. We are constantly examining new opportunities and overcoming practical difficulties — thanks to the skill and enthusiasm of our managers.

But it is vital that we draw public attention to where barriers and disincentives to investment exist. Because, more than ever before, private investment by companies such as ours has a vital role to play in both the developed and developing world. A role that this Company, given the right conditions, is willing and eager to accept.



B.A.T INDUSTRIES

Copies of the full speech are available from the Company Secretary, B.A.T Industries p.l.c. WINDSOR HOUSE 50 VICTORIA STREET LONDON SW1H 0NL

Tim Dickson finds out how VAT registrations show new businesses are growing

Volunteers tell an optimistic tale

GOVERNMENT departments frequently and quite legitimately rewrite economic history by restating old statistics as more information comes to light.

The revelation this week in the Trade and Industry Department's British Business magazine that more new businesses are surviving than was previously is of more than just academic interest.

The conclusion is based on a study drawn from Value Added Tax returns by Mr Fom Ganguly, the department's statistician, which shows a substantial annual surplus of businesses starting to trade over those which stopped during 1980 to 1983.

The figure was 16,000 in 1980, doubled to 32,000 in 1981, dipped to 23,000 in 1982 and more than doubled last year to 47,000, making a total for the period of 118,000.

The findings not only confirm the buoyancy in the numbers of businesses starting to trade that earlier surveys noticed, but also present a healthier picture of business formation than previous studies.

The difference lies in the wider definition of starts in the latest exercise to include those voluntarily registered for VAT even though their turnover was

Table with 11 columns: Year, Agriculture, Production, Construction, Transport, Wholesale, Retail, Finance, Property, Professional Services, Catering, Motor Trades, Other Services, Total. Rows for 1980, 1981, 1982, 1983, 1980-83.

* Minus figure indicates a deficit

Source: Department of Trade and Industry

below the registration threshold. This is £18,500, but £18,000 in 1983, £17,000 in 1982, £15,000 in 1981 and £13,500 in 1980.

Traders voluntarily register for VAT for several reasons. These include the value as a status symbol, over-estimating likely turnover, the need to satisfy customers who will only deal with a registered business and the need to claim back VAT payments on their own supplies.

These "volunteers" were initially excluded to derive earlier estimates for business starts but have been reintroduced because it is widely thought they account for a significant amount of economic activity.

Mr Ganguly said the exclusion of such large numbers of registrations was more questionable than if the figures were much smaller, as was expected might be the case when the definition of business

starts and stops was provisionally suggested early in 1982.

Ministers have already quoted previous DTI studies and are bound to cite the latest figures as evidence that their policies to assist smaller companies are working. However, while they may present a more comprehensive view of the important structural changes which have occurred, they far from represent a perfect barometer of the health of the small business sector.

Mr Ganguly says, for example: "The problem still remains that registrations and deregistrations of certain businesses such as opticians and undertakers, whose output is exempt, are not recorded; nor do the figures cover businesses whose taxable turnover is below the statutory registration limit and who choose not to register voluntarily."

Moreover, while sheer numbers of new businesses suggest a healthy amount of movement at a time of rapid change, the study gives no clue to the number of jobs or wealth being created by the new starts.

A suggestion that each VAT form should have a box where businesses could enter the number of employees was turned down because of the Government's keenness to reduce form filling.

The latest study includes not only a breakdown by sector but for the first time, an analysis of businesses by size of turnover. This shows a substantial net deficit among the smallest businesses and, apart from 1980, a small net deficit among the largest.

In general throughout the sectors the deficits among the smallest and largest were more than compensated by the surplus among the medium sized.

The biggest net gains over 1980-83 were in construction and "other" services (30,000) and about half that number in production and wholesaling.

Separate tables in the study show that business deaths are much lower for 1981 and 1983 - the former may be because of loss of information due to the civil servants' strike and the latter because of outstanding returns. There may be other reasons to be cautious about interpreting the significance of the results.

Among businesses which had stopped trading in 1980, 2.2 per cent had done so with a turnover in excess of £500,000 but the ranges from zero to £13,000 and £14,000 to £48,000 accounted for just under four-fifths of the total. A similar pattern is repeated for 1981-83.

The number of births rose from 157,700 in 1980 to 168,400 in 1983.

Indifference over written-off car repairs costing lives says AA

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

THE INDIFFERENCE of authorities to what happens to cars written-off in accidents is costing lives, according to the Automobile Association.

The AA calls for the Driver & Vehicle Licensing Centre's computer at Swansea to reveal on the registration document if a car has been in a serious accident. Such cars should have a comprehensive examination before being allowed on the road, it says.

It would like to see banks and credit companies insisting on a report from a qualified engineer before they advance a loan to buy a used car.

The AA says the Vehicle Builders and Repairers Association is concerned that insurance companies are not sufficiently particular about what happens to cars after they have been written off. The VERA has been pressing Whitehall for a licensing system for repair companies and engineers for years.

The AA's Drive magazine reports that insurance companies write off every year more than 200,000 cars damaged in road accidents. For about one quarter it will not be the end of the road.

Many will be rebuilt by experts but thousands will be sold to the unsuspecting public after being re-worked dangerously by the unscrupulous.

SDP attacks June 14 by-election date

BY JOHN HUNT

THE CONSERVATIVE decision to hold the Portsmouth South by election on June 14, the same day as the Euro-elections, brought a protest yesterday from Mrs Sinitley Williams, Social Democratic Party president.

She denounced it as a deliberate attempt by the Thatcher Government to cheat the electorate of a proper political debate.

In the constituency at the general election, sees it as a manoeuvre to prevent the SDP-Liberal Alliance from mustering its full strength to try to defeat the Conservatives.

The campaign will be interrupted by a bank holiday. The SDP and Liberals see it as a repetition of recent tactics when on May 3, the same day as local elections, the Conservatives held Surrey South-west and Stafford and Labour held Cynon Valley in by-elections.

The campaigns were interrupted by the Easter holiday.

The latest opinion poll shows the Government leading Labour by 2 per cent, the lowest since the general election. Support for the SDP-Liberal Alliance has increased to 23 per cent.

The late Mr Ralph Bonner Pink had a 12,300 majority at Portsmouth South in the general election with 50 per cent of the vote. The SDP was second with 25.4 per cent and Labour third with 22.6 per cent.

Milk board loses appeal over Irish butter claim

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

THE Milk Marketing Board has failed in a second attempt to strike out part of a High Court claim for more than £12m damages by the An Bord Bainne Co-operative, the Irish Dairy Board.

The Appeal Court yesterday dismissed the MMB's appeal against the High Court's refusal in February to strike out part of the claim.

The ABB, which markets Kerrygold brand butter in the UK, alleges it has to sell its butter uneconomically because of a differential pricing system adopted by the MMB in breach of EEC milk regulations.

The MMB argued that part of the claim should be struck out because the ABB had used the wrong legal procedure. The MMB was a public authority and so its decision could be challenged only through the judicial review procedure, not by an action for damages.

The ABB replied that the pricing decision resulted from commercial negotiations and agreements between UK milk producers. It infringed the ABB's private rights and gave an entitlement to claim damages.

The ABB's claim refers to European Council and Commission regulations. The ABB alleges that they authorised the UK to grant monopoly rights to milk marketing boards on conditions which restricted the boards' right to sell at differential prices.

The ABB contends that the MMB has breached European law and abused its dominant position in the English market and distorted competition contrary to the Treaty of Rome.

Yesterday Sir John Donaldson, Master of the Rolls, said the ABB's damages claim was admittedly based on alleged private law rights, whether or not it was also based on public law rights.

In the Appeal Court's view the public and private law issues were inextricably mixed - "homogenised is the term which springs to mind in the context of the subject matter of the dispute," Sir John said.

Accordingly it could not be said the ABB had adopted the wrong legal procedure.

Next week the Commercial Court will be asked to refer questions of law in the dispute to the European Court of Justice in Luxembourg.

The disputed paragraphs of

NUT starts three-day strike campaign

By David Brindle, Labour Staff

ABOUT 4,000 members of the National Union of Teachers will take part next week in the first of a series of three-day strikes planned over pay in England and Wales.

The union yesterday named the 224 schools in 42 education authorities which will be hit by the strike. Members will stop work from Monday night until Friday morning.

The NUT stressed that pupils taking GCE or CSE examinations would not be affected and has instructed its members to continue taking exam preparation classes.

The schools chosen for strike action were selected on the basis of ballot results in 1,700 schools where members had voted on the plan for three-day walk-outs.

The union said it had failed to win the necessary two-thirds majority in only a handful.

Mr Doug McAvoy, acting NUT general secretary, said: "We expected a good response, but these results are staggering. They are a body-blow to the employers."

Of the 42 authorities targeted, 24 (12 schools) are Conservative-controlled and 18 (102 schools) are Labour.

Included are big urban areas such as Liverpool, Sheffield, Leeds and inner-London. In some, only primary or secondary schools will be affected.

Teachers involved will receive full strike pay from the NUT's "substitution fund," which stands at about £10m. Roughly the same number are likely to be involved in three-day strikes at other schools in the coming weeks.

Meanwhile, the National Association of Schoolmasters/Union of Women Teachers, the second-largest teaching union, will extend its selective strike programme to schools in South Glamorgan on Monday.

Action is already being taken in Hampshire, the Isle of Wight, Leeds, Cambridgeshire and Cheshire and the union says 595 members will be involved next week.

None of the main teaching unions has reacted with much enthusiasm to the initiative of the Labour-controlled Association of Metropolitan Authorities aimed at opening fresh talks on the employers' pay offer of 4.5 per cent.

Link nearer for Post Office and BT unions

By David Goodhart

THE long-debated merger between the dominant union in the Post Office and British Telecom came a step closer yesterday.

The conference of the Union of Communication Workers, the main Post Office union, overwhelmingly endorsed a motion calling for the executive to draw up a feasibility study on both complete amalgamation with all BT and Post Office unions and a looser federal structure.

The UCW has long supported the principle of merger with the Post Office Engineering Union, the main BT union but previously has rejected moving closer to the small management unions.

Officials in the UCW and POEU now believe amalgamation is possible within 18 months but it probably depends on the dominant broad left group keeping control of the POEU executive.

The executive election results will be announced at the POEU conference in June. The left's 14-9 domination probably will be reduced and may disappear.

Construction industry likely to accept offer worth 5.5%

BY DAVID GOODHART, LABOUR STAFF

UNION NEGOTIATORS for about 550,000 construction workers seem certain to accept a pay rise just above the rate of inflation.

Talks between the unions and the Building and Civil Engineering Joint Board have produced a final offer of 5 per cent on minimum rates. With fringe benefit improvements added both sides estimate the deal at 5.5 per cent.

The minimum rate for craftsmen for a 39-hour week will rise from £97.50 to £102.37, and for a labourer from £83.70 to £87.16. The craft increase is estimated at 5.1 per cent and the labourer's at 4.93 per cent.

Although most building workers, both unionised and non-unionised, are paid above the minimum rate, the Union of Construction and Allied Trades and Technicians estimates that more than 30 per cent of building workers are on the minimum.

The executive of Ucat, the main building, will consider the pay offer on Tuesday and it will go to a national consultative conference on Wednesday which is almost certain to accept the offer, a slight improvement on last year's settlement.

Mr George Henderson, who represents about 75,000 members in the Transport and General Workers' Union, has rejected the offer but he can

be out-voted by the other unions.

Mr John Taylor, the building employers' chief negotiator, said: "We have pushed it as far as it can go and a lot of people will say we have gone too far."

Imperial Chemical Industries' 5.6 per cent pay offer has been rejected by union officials representing the company's 30,000 manual workers.

Mr David Warburton, chairman of the joint unions committee and national officer of the General, Municipal and Boilermakers Union, said: "We cannot take the offer seriously. ICI has been smothered by a huge profit increase of 139 per cent yet it wears sack cloth and ashes in response to our claim."

Leaders of 500,000 town hall, white-collar staff have rejected a 4 per cent offer in reply to their 7 per cent claim.

Mr Mike Blick, chief negotiator of the National and Local Government Officers Association, said after a joint union meeting in London that he would leave local government workers trailing further behind other workers and the cost of living.

Talks will resume on May 31. The unions hope for an improved offer, although they cannot expect more than the 4.5 per cent accepted by local government manual workers.

Workers 'leaving GCHQ' after ban on unions

BY DAVID BRINDLE

UNION officials have released figures for the first time to support their claim that staff are leaving Government Communications Headquarters in the wake of the ban on union membership there.

They say that according to the latest official staff circular, 15 GCHQ workers left in the week ended May 4 after resigning. Nine of the 15 were scientists and most of the others were technical staff.

In a comparable week last year, the unions say, only seven workers resigned. They were mainly employed in administrative duties.

Mrs Nancy Duffton, organiser of the GCHQ trade union group, which represents about 150 remaining union members at the signals and intelligence centre, said the pattern of a "brain drain" was only now showing because staff had been working out their notices.

"GCHQ is short of scientists anyway," Mrs Duffton said. "We expect to see a lot more going."

The unions say that recently advertised job vacancies at GCHQ, which is based at Cheltenham, point up the exodus of specialist staff. One advertisement detailed "about 15" vacancies for linguists in Russian; another was for an unspecified number of scientists, engineers and technicians.

and on job cuts, and had turned against the so-called new realism of the union right.

It was confirmed yesterday that the left swept to power on the executive, effectively reversing the 23-6 majority of right-wingers. The only good news for the right was that Mrs Kate Losinska, the union president, held her post.

The results of the workplace ballot by the 197,000 CPSA members will be subject to an inquiry because there was an unusually large number of late returns.

The elections outcome spells a troubled year for Mr Alistair Graham, general secretary.

New CPSA leaders will urge industrial action

BY OUR LABOUR STAFF

THE NEW left-wing executive of the largest Civil Service union, the Civil and Public Services Association, will urge industrial action to force the civil servants' pay claim to arbitration, said one of its leaders yesterday.

Mr Ray Alderson, the Communist newly-elected senior vice-president of the Civil and Public Services Association, said the executive's priority would be to win substantial improvement on the 3.7 per cent offer.

The results of the executive elections showed that CPSA members wanted a fight back against the Government on pay

and on job cuts, and had turned against the so-called new realism of the union right.

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TV programme abandoned

THE Granada television programme Union World has had to abandon plans to run a programme this evening on phone-tapping in the miners' strike after two self-confessed tappers pulled out at the last moment. Our Labour Staff reports.

Mr David Norman, treasurer of the Post Office Engineering Union, has already called for an

inquiry into what he believes is widespread abuse of regulations on phone-tapping.

Mr David Kemp, producer of Union World, said yesterday the two people who had been prepared to speak on the programme - while keeping their identities secret - had pulled out suddenly.

It appeared some pressure had been applied.

Advertisement for profits up 40% to £159m, featuring logos for MANFIELD, Selfridges, Lewis, FEW, LILLEY, Wollis Dolis, Saxone, SKINNER, William Hill, ROLAND CARTER, GARRARD, Mappin & Webb, TRUEFORM, GALLIFORD, SMT, BUTLER SHOE, Show & Kitchum.

Table with 3 columns: 1983/4, 1982/3, % Change. Rows for Turnover, Trading profits after interest, Group profits before tax, Dividends, Earnings per share.

Footwear retailers • departmental stores, jewellery and other retailing • motor vehicle sales, service and delivery • licensed betting offices • property development and investment • engineering.

Large advertisement for Sears with a castle logo and the name 'Sears' in large letters.

Copies of the 1983/84 Annual Report will be available from 1st June 1984 and may be obtained from The Secretary, Sears Holdings plc, 40 Duke Street, London W1A 2HR.

Advertisement for 'A FINANCIAL TIMES SURVEY ISLE OF MAN JULY 6 1984'. Includes text about the survey and a list of topics: FINANCE, TRANSPORT LINKS, COINAGE, FREEPORTS, POLITICS, UK BUDGET, INDUSTRY, BUILDING SOCIETIES, PROFILES.

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Handwritten Arabic text at the bottom of the page.

THE WEEK IN THE MARKETS

A rally without staying power

Both equities and gilts tried to stage a rally after the severe shakeout of the previous week but rising prices were short-lived, faltering in the face of a barrage of poor news from both sides of the Atlantic.

market and took a long time to be accepted by investors as a successful diversification.

a balance in its trading mix, albeit in a less ambitious way. Guinness has launched an agreed £48.8m offer for Martin the Newsgent which had been under attack from W. H. Smith sporting a £34.4m cheque.

In the UK, meanwhile, the market had to contend with a dismal set of PSBR figures for April. The borrowing requirement of £2.45bn—equal to a third of the forecast for the whole year—was way ahead of City estimates of between £1bn and £1.5bn.

Yet if the industrial logic proved a little hard to follow, the financial side of the argument is a bit easier to live with. Thorn is currently around 50 per cent geared in its balance sheet. BAE has managed to keep some cash so far. But that could all change as BAE ploughs investment into its civil aircraft programme while Thorn, on the other hand, should be plugging cash from its video rental operations.

Yet the offer raised immediate doubts in the City. While Smith's original offer looked good, because Smith has been rapidly exiting from the area of small newsgents, it could at least be justified in terms of opportunism. Guinness, on the other hand, is going to have to work harder to justify the price. Its diversification record is not impressive and it might find that Martin, just like Guinness, is a solid cash generator but with limited growth prospects.

The insurance sector, meantime, had more to think about than the latest first quarter results from Commercial Union and General Accident. Allianz Versicherung of Germany is not going ahead with its plans to acquire the insurance interest of Armo in the U.S. Speculation now is that Allianz will again turn its attention to London. Suggested targets include Phoenix, Sun Alliance and Commercial Union. The latter has certainly tested shareholders' loyalty in recent years and Allianz was a holder of CU shares a few years back.

The Government has at least made its position reasonably clear. As long as suitable safeguards are provided over military supplies the Government, which owns 48 per cent of BAE, will take a neutral stance and let other shareholders decide the groups fate. It is clear that the position will not lead to another middle like the one that briefly surrounded British Sugar when the authorities took a similarly passive attitude.

That buoyant first quarter was in clear evidence when Royal Dutch/Shell produced its figures on Thursday. Its net earnings for the three months almost doubled to £930m. Oil sales were running at 1m barrels a day more than in the comparable period, pushing oil and gas earnings up to over £1bn, while the chemicals business significantly improved its profits.

Inflight video

Whatever shareholders expected from Sir Austin Pearce at Tuesday's annual meeting of British Aerospace they were certainly not prepared for a statement that Thorn EMI was making overtures for a merger. The thought that Thorn, a group making a fortune from its money from consumer products, should harbour ambitions to leap into the capital intensive world of aerospace left the market initially stunned and then bemused.

Up by around a quarter since the beginning of the year the oil sector has been one of the best performers so far. In essence share prices have been driven upwards by some enthusiastic expectations for demand, a feature given some endorsement by the first quarter figures from Royal Dutch/Shell this week, and by rapidly heightening tensions in the Middle East.

The impossible problem sitting in London is how to read the Middle East situation. Yet, from a share price point of view, it looks like "heads you win, tails you don't lose." If oil

Immediately people were making comparisons with the Thorn merger with EMI back in 1979 which was greeted with an initial thumbs down by the

Black knight If the word "balance" was much in evidence at Thorn this week, Arthur Guinness was also on the acquisition trail to obtain

LONDON ONLOOKER

supplies are dramatically disrupted there could be a significant rise in oil shares but if the Middle East suddenly calms down—and that is a suitably "if"—in the near term—the oil price is unlikely to slip back very far.

Somewhat easier to predict is the demand side of the equation. Earlier this year the market was getting excited by the outlook. A cold snap in January and February left analysts looking at a relatively harsh winter against a mild one. In the U.S., for example, demand up 15 per cent in January and 5 per cent in February. Add a little extra for the economic upturn and some rather gushing predictions emerged. Those may have been a little overheated however, since the first quarter the position has looked a great deal calmer.

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Not so grand

While its operations are more readily associated with less than health giving activities such as drinking, smoking and gambling it was a much weakened performance from dairy products which left Grand Metropolitan's half-time figures stumbling some way short of the City's expectations. In the six months to March overall group profits made a reasonable showing with a near 30 per cent rise to £145m pre-tax but behind the bare figures the food division was sorely depressed with a 43.9 per cent slump to £8.7m at the trading level.

The setback was an unexpected development. Express Dairies has been much harder hit in the cheese and butter markets by virtually state

Banking tremors

THE SHADOW of Continental Illinois, the eighth largest bank in the U.S., has cast a deep pall over every market in the country this week. Rumours of a run on the bank began at the end of last week. Over the weekend, the biggest names in U.S. banking assembled their reserves to stop the hemorrhage. But despite the new backing, and further support from the authorities, Continental was forced to cede ground and by Thursday was talking of mergers.

It has been impossible to put a finger on the relative impact of this saga on the credit markets, though problems at a major bank are obviously always unsettling. Fixed income trading has been equally hit this week by market miscalculations in the last Treasury offerings, which left huge lines of stock in dealers' hands. After hefty mark-downs last Friday, prices had to be cut still further early in the week to restore some semblance of order to the market.

As a result, yields on the 30-year long bond were driven up to around 13.7 per cent at one point early in the week, almost a full percentage point higher than three weeks ago. They have slipped back a little since, but not enough to give much support to the Treasury, which has persisted in telling the markets to stop worrying about inflation—something they are clearly not prepared to do.

At the shorter end of the debt markets, the anxieties about Continental were only too obvious.

Conversely to longer term bond rates, Treasury Bill rates this week began to move downwards, as investors rushed to the safety of short-term Government paper and pushed the price up. CD rates, meanwhile, were heading in the opposite direction—particularly Continental's—as investors expressed their anxieties by moving out into Government backed securities. Federal Funds were even more unruly, as the Fed pumped in resources through the discount window to support Continental, and then sucked it out via open market operations to try and maintain some stability.

The fact that share prices have not slipped further says quite a lot for the continuing strength of the economic expansion. The April figures on industrial production published this week, and showing a 1.4 per cent increase, proved the point of many analysts who had seen March's lower statistics as a weather-related aberration. The numbers were supported

NEW YORK TERRY DODSWORTH

by equally strong returns from new car sales and housing statistics. As a result, profits have held up much more strongly than some economists thought possible last December—and while fears of wage inflation are beginning to re-surface, a serious explosion looks some way off.

Meanwhile, the big banks have inevitably been among the victims of this week's share slide, followed by the airlines, and a bunch of high technology stocks, which have been hit by a number of special factors. Continental's own share price has naturally come through a roasting. Standing at almost \$23 last August, and \$22 at the beginning of this year, it had traded down to \$13 at the beginning of last week. Throughout this week it has been struggling to maintain the share price above \$10, where its yield—until the dividend was finally abandoned on Thursday—had been driven up to an enormous 18 per cent.

Part of the reason for the assault on Continental, and the slide in other bank stocks, many of which are already trading at less than half book value, may have been renewed fears about the international debt problem as interest rates ratcheted steadily up again.

The same interest rate fears have also steadily undermined airline share prices recently, and this week they were sent plunging further by the tanker bombings in the Gulf. Airline profits have been helped enormously by the slippage in fuel prices, so the stocks are hyper-sensitive to anything that might reverse that trend.

MARKET HIGHLIGHTS OF THE WEEK

Table with columns: Price y/day, Change on week, 1984 High, 1984 Low. Rows include F.T. Ind. Ord. Index, Aram Energy, Bakers H'hold Stores, Bishopsgate Trust, British Aerospace, Britoil, Gerrard & National, Hanson Trust, Lyle Shipping, Martin The Newsgent, Metal Closures, Oil & Gas Production, Offfield Inspection, Paterson Jenks, Petrolon, Shell Transport, Telematrix, Thorn EMI, Waring & Gilrow, Whescoe.

Spot the electronic stars

BY ALISON HOGAN

MICROVITEC should further boost the strongly performing electronics sector of the Unlisted Securities Market when dealings in its shares begin next week.

Unlisted Securities Market

strongly since the beginning of the month with several stocks including Acorn Computer, Norbitan Electronics and CML Microsystems reaching new highs, the sector fell back a little this week.

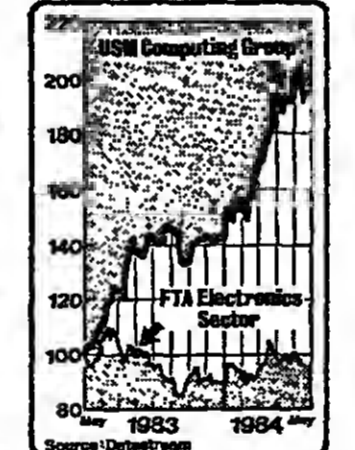
It will feel at home with other young, high growth companies quoted on the USM with earnings multiples in the thirties. The offer for sale of 27 per cent of the equity: 1.5m shares, was heavily oversubscribed at the fixed price of 180p. The shares will begin on a historic price earnings of 34.6 times.

The fully listed company, in contrast, is more mature, often with less dramatic profits growth, but a better quality of earnings through having developed a broader trading base. The challenge for the USM investor is to spot the companies in the USM nursery which will make the quantum leap to become, perhaps the ICL or STC of the future; or be taken over for a fancy price as in the recent case of Datastream where Dun & Bradstreet paid 25 times its asset value and 57 times earnings.

Three USM quoted companies at different stages of development illustrate the problems typically facing a young, public company. They have in common, an early dramatic success in a particular niche of the electronics market and a small, enthusiastic management with strong personalities at the top.

A principal aim is to broaden the base of the company away from the particular market sector where they are perhaps reaching saturation.

Last year, the colour display monitors accounted for approximately 88 per cent of group turnover. Though there is room for expansion, especially overseas, Mr Martinez, realises that Microvitec must diversify. It has consequently developed a range of colour terminals, which are more sophisticated than the monitors, and also produces switch mode supplies and floppy disc assemblies.

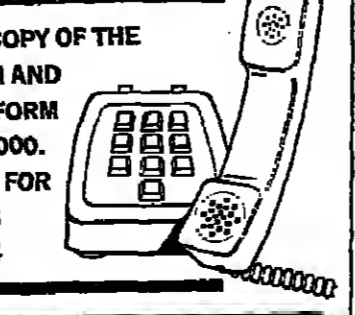


Micro Business Systems, the largest distributor of micro computers in the UK, was described by one stockbroker as a "text book example" of a successful technology stock on the USM. It joined in November 1982, placing 18m shares at 120p per share, reporting £282,000 pre-tax profits on turnover of £2.58m.

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Form for County Bank Limited, Investment Division, 2nd Business Expansion Fund. Fields for Name, Address, and Tel.

COUNTY BANK 2ND BUSINESS EXPANSION FUND logo and National Westminster Bank Group logo.

INTERNATIONAL BANKING

Richard Lambert on the restructuring of a financial family

Lazard—a new style of banking partnership

ANDRE MEYER, the legendary French financier who rebuilt Lazard Frères in New York after the second world war, did not think too highly of his counterparts in Lazard Brothers, the London merchant bank. A man who even in his sweetest moments was capable of turning his subordinates' spines into jelly, Meyer would sometimes give people hell simply for phoning London without his prior permission.

According to a recent biography*, he thought the British were lazy, unambitious and dim-witted. "We should never have allowed them to use our name," he used to moan.

Five years after his death, the relationships have changed significantly. The London bank has become a limited partner in the New York operation, and developed increased contacts with the closely related Paris Bank, Lazard Frères et Compagnie. And now, the network is to be strengthened considerably.

The complicated series of transactions announced yesterday will create a new kind of partnership in the international investment banking community—one which flies in the face of the current vogue for size and financial muscle.

It will go a good way towards recreating a banking family which was split 65 years ago when control of Lazard Brothers in London was sold to British interests. And in a number of significant ways, it will also carry the imprint of the qualities which Meyer cherished.

At present, 79 per cent of the London bank is owned by Pearson, a group which among other things also owns the Financial Times. Most of the rest is owned by the family interests of Michel David-Weill, who succeeded Andre Meyer as senior partner of the New York firm, and who is also the major partner in Paris. It was his forebear who, in the mid-nineteenth century, was summoned from France to the U.S. by the original three Lazard brothers, his cousins, to keep the books in their Californian dry-goods business.

The plan now is for 100 per cent control of Lazard Brothers to pass to a new group, Lazard Partners, which will be 50 per



Lord Blakenham (left), chairman of Pearson, and M Michel David-Weill, senior partner of Lazard Frères

cent owned by Pearson. The rest will be held by partners in the French and New York houses, under the firm control of David-Weill.

This is being achieved by a number of asset swaps, along with some cash adjustments. An essential feature of the deal is that the three houses will retain their individual identities and their separate balance sheets.

The goal is to harmonise the strategy and objectives of the three firms in the international markets, while retaining their own particular strengths in domestic business. Like other investment bankers, David-Weill believes that the increasingly international nature of the world's capital markets will create big opportunities in areas like money management, mergers and acquisitions, and the underwriting and marketing of securities. But unlike most of his competitors, he argues that these activities will not necessarily require an enormous slab of financial muscle. "The fashion of the day says you can only prosper if you have a lot of capital," he says. Lazard thinks otherwise.

"We value advice as the product of our work. Up to a point,

we believe that the bigger you get and the more concerned with your own operations, the more difficult it is to be an adviser. We believe that ideas and opinions can replace money."

Cynics may say that this is whistling in the wind. After all, the net tangible assets of the New York house, disclosed for the first time yesterday, are no more than £40m—which puts it in the little league compared with the likes of Goldman Sachs or Morgan Stanley.

Yet this has been a consistent philosophy, and one that has borne fruit. Meyer told his biographer that he had never wanted to build a giant firm, because "I thought we were more financial engineers. I was always afraid of big organisations."

Under his leadership, Lazard Frères shunned anything so vulgar as retail business, and Meyer didn't care to compete for low margin business. As one associate recalled, "It was against his mentality to take a \$100m position and make a \$1m profit on it. He would rather take a \$10m position and make a \$20m profit on it."

This approach still seems to be bringing results. The New

York and Paris houses have for the first time disclosed their profits—and they took comfortably fat. In the year to last September, New York made \$55m before tax and interest on partners capital, and the trend has apparently held up well in the past six months. The Paris bank, with net assets of \$6m, made a profit of \$7m.

Both these houses are partnerships, and comparisons with the London bank have to allow for the fact that its reported profits have to carry a much larger chunk of management expenses. All the same, it looks as though New York makes a good bit more money than the London firm on roughly half the capital.

This long standing antipathy to size for its own sake helps to explain why the three branches of Lazard have not simply gone to for an outright merger. "If you merged the three houses, you would be faceless," says David-Weill. "I am convinced that if one were to become the subsidiary of another, it would lose a good third of the possibilities open to it."

Ian Fraser, chairman of Lazard Brothers, points out another advantage. The London

bank has been able to retain its membership of the Accepting Houses Committee and the British Bankers Association, which would have been jeopardised by foreign ownership.

Under the new agreement, Lazard Partners will not take an active role in the day-to-day management of the three houses. And under the voting rules of the partnership committee, the UK members have to approve the appointment of Lazard Brothers chairman and his deputy, as well as any changes in its articles of association.

However the seven-man committee, which will include two members from Pearson plus the chairman of Lazard Brothers, will aim to bring a much greater degree of co-operation between the three houses in the international markets. "We'll have maybe nine meetings a year, in London, Paris or New York," says Mr Fraser. "We will discuss current business and future expectations and how we can work out opportunities together far beyond what we've done so far."

The transactions announced yesterday will also give Pearson a much broader spread of in-

vestment banking interests. It will end up with a 10 per cent share in the profits of both New York and Paris. As a result, it will be the second largest partner in New York, after David-Weill, and the third largest in Paris where David-Weill also has the largest interest.

On the basis of last year's figures, the initial consequences will be broadly neutral in terms of Pearson's profits. But New York and Paris have grown noticeably faster than London in recent years, and Pearson hopes that the new liaison will itself lead to an accelerating profits performance.

But how will the three firms mesh in together? The London firm has in the past had a somewhat sleepy and accident prone reputation—not helped by a narrow escape from what would have been a disastrous merger with the Slater Walker empire in the early 1970's. David-Weill recalls diplomatically that the London house had called off the marriage "after consultations with Andre Meyer and my father," (who had also been a powerful figure in the New York and Paris firms.)

Mr Fraser says he is very conscious of past criticism, but he can also point to some smart moves in more recent years. One was the decision by Lazard Brothers to sell its leasing business in 1983, thus avoiding the pain being suffered by competitors in the wake of the Budget's tax changes. The merchant bank advised BAT in its successful bid for Eagle Star, the largest ever European takeover, and last week it took a profit of some \$6m on its holding in Datastream, the business data group which is being bought by Dun & Bradstreet.

Just under two years ago, the London bank took an important step towards the philosophy of the New York and Paris partnerships by introducing a pay structure for its top dozen or so employees based on the overall return on capital. "This has had electrifying results," claims Mr Fraser.

For his part, Michel David-Weill does not share the prejudices of his famous predecessor. "I would not do what I am doing today if I did not feel that Lazard Brothers was closer to the spirit of Lazard Frères than most people realise," he says with feeling.

"Financier," the biography of Andre Meyer, by Cary Reich, published by William Morrow and Co, New York in 1983.

MINING

Copper surplus

BY KENNETH MARSTON

WHILE copper prices continue to sag—now at below break-even levels for many mines—and there is a surplus of both copper stocks and mine production capacity, it seems odd to have been reporting this week on the development of two new copper mines. But they are mines with a difference.

The first potential mine is likely to be small, but exceedingly rich. It is the Ansil deposit in the Noranda district of north-western Quebec which was last estimated to hold reserves of over 2m tonnes with a high average copper grade of 7 per cent.

Corporation Falconbridge Copper, controlled by the Canadian Falconbridge nickel major, halted development work on Ansil in the spring of 1982 because of low copper prices and the unpromising outlook for the metal market.

However, the company has announced this week that it has decided to resume work on the underground proposition thanks to a grant of C\$25m (£14m), from the Quebec Government.

Provided Ansil is brought to production before end-1991 the company will repay the difference between the C\$25m grant and 20 per cent of the total costs incurred in bringing the property to production.

Thus Corporation Falconbridge Copper will not have wasted the money it has already spent on Ansil and if the new mine costs, say, C\$60m to get to production the net cost to the company will be C\$45m. The only snag is that the grant will have to be repaid in full if Ansil is not brought on stream by end-1991.

This is a very reasonable condition because it should be possible to get Ansil to production before 1988. By then copper prices should be better than they are now, unless another severe economic downturn comes along, and with its high copper grade the mine would probably be a paying proposition at current prices.

The other potential mine is a very different proposition. For a start, it is far bigger; also it will be an open-pit operation and in the first three years it will be a gold mine in the strict sense of the word.

It is the Ok Tedi property in the Star Mountains of Papua New Guinea, the major partners, each with a stake of 30

per cent, being Australia's Broken Hill Proprietary and Amoco Minerals of the U.S., part of the Standard Oil of Indiana group.

It will cost something of the order of A\$1.6bn (£1.04bn) to be brought to production and it contains over 410m tonnes of ore. Ok Tedi has been described as a virtual ozone of copper ore sheathed by a cap of gold.

The mining of the gold has now started—the plant was officially opened this week—and something in the region of 20 tonnes of gold will be produced in the first year.

The second phase of operations, which has been delayed as a result of a landslide in this jungle area, is now expected to start in mid to late-1987 and will involve the mining of gold and copper ore. The final phase of mining only copper ore will run from about 1989 until the early years of the next century. It is a bold project, to say the least.

Another company which will still be mining in the next century is Anglo American Coal Corporation (Amcoal) which runs a string of collieries in South Africa. Amcoal is thus very much of a long-term growth stock and, indeed, earnings climbed steadily from its formation in 1975 until last year.

Amcoal then came up against the world over-supply of coal and low prices in the highly competitive export market. This week the group has announced that it will close the financial year to March 31 of R109.2m (£61m) which, in the circumstances, do not compare badly with the R113.4m earned in the previous 12 months.

But Amcoal had the benefit of coal export contracts which were entered into before the market went sour and it also had some good forward exchange contracts. "These will no longer apply in the current year and the group has warned that its profits from coal exports will be significantly lower."

Fortunately there will be further growth in its domestic trade with the commencement of coal supply in two new power stations starting in about next March and September, respectively. At the moment, however, the shares seem high enough with a yield of 5 per cent on an, admittedly, well-covered dividend.

INITIAL OFFER

New from Hambros: H.B.L. European Trust

Hambros Bank Unit Trust Managers are established managers of specialist unit trusts. The current H.B.L. range covers four areas — U.K. Smaller Companies, North America, Japan and Far East, and, uniquely, Scandinavia.

We now announce the launch of the H.B.L. European Trust to complement the existing range of specialist funds.

Why Hambros?

Hambros are eminently well placed to provide the investment expertise essential to the successful management of a European portfolio. Our connections in the financial centres of Europe have been established for over a century and we have ready access to the detailed local information so necessary for successful stock selection. In the case of the H.B.L. Scandinavian Trust, this has helped to achieve an increase in its offer price* of 32% since its formation in September 1983, against a 16% rise in a weighted index of the Scandinavian markets.

Why Europe?

It isn't necessary to look far in Western Europe to find evidence of firmly established economic strength and low inflation, reflected in strong currencies. But it is only in the last eighteen months that European stock markets have shown similar performance,

fuelled by increasing investment from overseas.

With governments now encouraging liberalisation of their capital markets we believe this trend will continue to gather pace. The undervaluation of some European markets compared with major markets such as Japan and the U.K., and the world movement out of recession now make the prospects for selective investment in these markets very attractive.

H.B.L. European Trust

The aim of the trust is to achieve long term capital growth from a portfolio of European equities, with an emphasis on smaller companies. The initial portfolio will be heavily weighted into Germany, Switzerland and Holland, countries which currently enjoy the lowest inflation rates in Europe. The balance will be invested very selectively in the other markets where above average growth opportunities are identified. Thereafter, an active management policy, both in stock selection and geographical weighting, will be pursued.

How to Invest

Please complete the coupon or telephone your order before 31st May 1984. Alternatively, seek the advice of your professional investment adviser.

*The price of units and the income from them can go down as well as up. *As at 9th May, 1984

Hambros Bank Unit Trust Managers Limited

1. The Trust is authorised by the Secretary of State for Trade & Industry. It is a "wider range" Trust as defined under the Trustee Investments Act 1961.
2. The income will be distributed, net of basic rate tax, annually on 21st May, though the Managers will report to unit holders half-yearly.
3. Charges: The Managers are permitted to include in their selling price an initial service charge of 5 per cent, out of which remuneration is payable to qualified intermediaries; rates are available on request. An annual service charge of 1/2 of 1 per cent, plus V.A.T. of the value of the Fund is deducted from income to meet the expenses of the Trustee and Managers. The Trust Deed permits a maximum charge of 1 1/2 per cent, plus V.A.T. annually.
4. You may sell all or part of your unit holding back to the Managers at not less than the bid price, calculated to a formula laid down by the Department of Trade & Industry, ruling on receipt of your instructions. You will be sent a cheque in settlement within seven business days of receipt by the Managers of your renounced unit certificate.
5. At the offer price of 50p, the gross estimated starting yield is 2.2%.
6. After the close of this initial offer, on or before 31st May, 1984, units will be available at the offer price and yield quoted daily in the Press. This offer is not available to residents of the Republic of Ireland.
7. Managers: Hambros Bank Unit Trust Managers Limited (member of the Unit Trust Association) 41 Bishopsgate, London EC2P 2AA. Registered in England No 890308 at 51 Bishopsgate, London EC2.
Trustee: The Royal Bank of Scotland London Trustee Company.

Applications will be acknowledged and certificates will be posted within 6 weeks of the close of the offer.

The Mercury approach to unit trusts:

systematic planning
for long-term performance

As part of a group responsible for over £6,000 million of funds invested around the world, Mercury Fund Managers can draw on extensive experience and skills when making investment decisions.

As you might expect, we have developed a number of clear beliefs about the requirements for investment success. We believe, for example, that many investors are far less proficient at analysing the relative strengths and weaknesses of different markets and industrial sectors than at analysing and valuing individual shares.

So, while we consider that the choice of individual shares is of crucial importance in the successful management of funds, we make this selection against a background of our own analyses of markets and sectors—undertaken on a worldwide basis by our fund management teams themselves.

We believe that this planned but flexible approach provides the basis for our consistent long-term investment success and we are happy to say that some of the leading institutions in the UK appear to share that belief and have made us responsible for the investment of their funds.

If you feel that you could also benefit from this professional approach, you should consider the Mercury range of unit trusts:

- Mercury American Growth Fund
- Mercury European Fund
- Mercury General Fund
- Mercury Gift Fund
- Mercury Income Fund
- Mercury International Fund
- Mercury Japan Fund
- Mercury Recovery Fund
- Mercury Exempt Fund

For full details of these funds, and our other services, contact us at Mercury Fund Managers Ltd., 33 King William Street, London EC4A 9AS (telephone 01-280 2800).

The Mercury approach. It pays.

Mercury Fund Managers - part of Warburg Investment Management Limited

Member of the Unit Trust Association.

مركز ابحاث

YOUR SAVINGS AND INVESTMENTS—3

Baillie, Gifford & Co.
The Scottish Mortgage and Trust PLC

A large investment trust company with a worldwide spread of holdings aiming at growth in both capital value and dividends

Financial Results For year to 31 March		Geographical distribution of investments	
1984	1983	1984	1983
Total assets £376.5m	£315.1m	Equities %	%
*up 19%		United Kingdom	32.2 26.4
Asset value 414.4p	331.3p	United States	23.3 36.0
*up 25%		Japan	20.0 8.9
Earnings 6.62p	5.39p	Other countries	3.8 7.1
*up 23%		Total equities	79.3 78.4
Dividend 6.40p	5.80p	Fixed interest	
*up 10%		Dollar bonds	9.1 11.8
		Yen bonds	6.0 6.4
		Net current assets	5.6 3.4
		Total assets	100.0 100.0
		Prior charges	20.6 24.1
		Shareholders' assets	79.4 75.9

Copies of the Annual Report and Accounts, including a full list of the Company's investments, may be obtained by completing the adjoining coupon and sending it to Baillie, Gifford & Co., 3 Glenfinlas Street, Edinburgh EH3 6YY

To: Baillie, Gifford & Co., 3 Glenfinlas Street, Edinburgh EH3 6YY



Please send me a copy of the 1984 Annual Report for The Scottish Mortgage and Trust PLC.

Name: _____

Address: _____

Postcode: _____

Baillie, Gifford & Co.

Landlord's duty

I am paying the 15 per cent surcharge on investment income arising from letting houses. As these are let to the U.S. government, I cut the lawn, keep borders tidy, sweep paths, and I am responsible for all repairs inside and out. This includes boilers and plumbing which are often dealt with out of working hours, blocked drains, rent reviews, inspection at start and close of tenancy. With one group of five houses I have installed at the request of the U.S. government security lighting for the communal area which I maintain (apart from current costs). I hold duplicate sets of keys for emergencies. Do you feel that in view of these reasons I should not pay the investment surcharge? This is of considerable interest to me as I have accounts for £2/83 and £3/84 still to be agreed.

The amount of work you have done is unfortunately irrelevant to the question of whether the resulting income is regarded as earned. The definition of earned income in the Taxes Act is quite arbitrary, and your schedule A income falls outside the line drawn by Parliament, we are sorry to say.

FINANCE AND THE FAMILY
BY OUR LEGAL STAFF

cent is sufficient to warrant it you might instruct a solicitor to set up a scheme to suit your requirements.

A travelling man

I have retired early with a pension, sold my house and taken to full-time living and travelling in a motor caravan mostly in Europe.

My pension is paid direct into my UK current account but Eurocheques give me easy access to it when I am abroad.

Am I right in thinking that the re-introduction of exchange controls would put paid to this arrangement?

If so, I would like to transfer a capital sum abroad now in order to fund my travels for several more years should exchange controls ever return.

I suspect that the Channel Islands would not be far enough away for this purpose. Would Switzerland be a safer bet?

The money would only be used of course if exchange controls were imposed by the UK. For this reason I would prefer to keep my investment in sterling to avoid present and possibly future adverse exchange rates.

All this suggests that I should be looking for some kind of Swiss-based multi-currency fund.

Do you agree and how should I go about finding and investing in such a fund?

A return to exchange control could well interfere with your current arrangements; but it would depend on the form of control introduced. Switzerland

Sidestepping stamp duty

Is it possible to reduce stamp duty on house purchase by buying the land and the house as two separate transactions? This is what happens if one buys the land and the house built on it. What is the difference?

No: each of the two transactions would be part of a series of transactions, so that a certificate for value could not be given. There are other ways to try to avoid the impact of stamp duty. If the amount of duty at the new rate of 1 per

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

Full yearly rack rent

I hold a lease on my office granted on June 24 1976 which is subject to a full yearly rack rent from the end of the sixth year. A formal notice was served upon me followed by a letter from the landlord's surveyors a month before the rent review became effective, suggesting that the rent shall be £10,000 per annum and not the sum previously payable which should take effect from June 24 1982, being the review date.

In a letter dated the same day from these surveyors it was suggested that I might care to submit a sensible counter offer which I did. It was not until one year later that the final rent was agreed of £8,500. The landlord promptly served an account to me requiring me to pay £4,500 being the increased sum from the sixth year having paid the old sum of £4,500 for that period. I promptly sent whether they are entitled to recover that sum from me.

Your liability to pay the increased rent will depend on the precise terms of your lease. It is usual, however, to provide for payments of the increment to be back-dated to the review date and payable, after determination, as from that date; so you were probably right to pay up.

Sharing the winnings

Several years ago my wife, two adult children and self each contributed £250 to cover the purchase of a running sequence of Premium Bonds (totaling £1,000, to be registered in another's name and on the full understanding that all winnings would be shared out by my wife in four equal portions.

So far the winnings have been few and small. But what would the CTT position be in the hoped-for event of my wife receiving a large winning? Would the winning be looked on as income for that particular tax purpose, and so not be subject to any sharing-out restriction?

Neither income tax nor capital transfer tax would be payable; but it is desirable to record the sharing arrangement in writing before the hoped-for win occurs.

UNIT TRUSTS
If control moves

THE WORLD of unit-linked insurance has been seeing upheavals of late. In the past two weeks, two of the companies prominent in the field—Cannon Assurance and Target Life—have undergone changes of ownership.

Cannon has been sold by the Cascade Group—a finance and property group based in Calgary, Alberta—to U.S. financial services company Lincoln National Corporation of Fort Wayne, Indiana. Target Life has been sold by Jacob Rothschild's fast-growing Charterhouse J. Rothschild Group to a London investment consortium headed by merchant bank Morgan Grenfell.

Those holding policies with either company might be forgiven for feeling a little like nine-ping balls. In the other hand, they are policyholders of long standing, the feeling will be strangely familiar.

Cannon, in particular, has a colourful history of ownership. It was once the UK arm of Bernie Cornfeld's IOS empire, and in 1974 was bought from the liquidators of that ill-fated enterprise by Keyser Ullmann and its then chairman, Tony MP Edward du Cann. Under KP's ownership, it underwent prolonged litigation by the IOS liquidators and a Stock Exchange inquiry into dealings in Lomrho loan stock, and was sold to Cascade in 1979 for £9.6m. Last week it went to Lincoln National for a sum still undisclosed, but understood to be at least £40m.

Target's history, though active enough, is a touch more sedate. Formed independently in 1962, it was acquired in 1972 by merchant bank Dawson Day, and changed hands again when Dawson Day was itself acquired by Jacob Rothschild in 1980. Charterhouse J. Rothschild is now disposing of it as a result of its merger with a larger and competing insurer, Hambro Life.

It may be a little disquieting for policy-holders to see responsibility for their future benefits being passed around in this way. In one sense, though, a unit-linked insurer may be less affected by changes of ownership than the standard type of life company. The return on a unit-linked policy is determined by the investment return on the fund; so if—the crucial if—there is no change in investment management, the ultimate ownership is to that extent immaterial.

The benefits from a conventional life company, on the other hand, are more dependent on the company's overall profitability. Should a new owner choose, for instance, to push expensively for new business, the level of policy-holders' benefits could be affected. Should a unit-linked company do the same, the only effect would be on the residual profit

Tony Jackson reports that changes in ownership can be good news or bad

to the Hodson team. In addition, Morgan will manage directly Target's investments in the U.S. and the Far East (which were previously handled elsewhere in the Jacob Rothschild empire). In return for all this, Morgan will receive fees from Target of around £500,000 per year.

Plainly, it is important to ensure a smooth transition between owners. It does not necessarily follow, though, that a change of investment management is a bad thing. Under Dawson Day, Target was a rather lack-lustre performer in terms of growth and investment return. For its first year under the Rothschild regime, the mid investment management was retained. Then, however, it was swept away, and a new team brought in. Since then, Target has shown some of the most spectacular growth in the industry, and several of its funds have been among the top performers.

The moral of all this, perhaps, is that those who choose the index-linked form of insurance might as well resign themselves to change. Their investment return will in any case be more of a switchback than that guaranteed by a conventional life company. As for changes in ownership of investment management, they could be good news or bad—all part of the switchback, in either case. Those averse to that kind of excitement should go for something more solid—one of the Scottish mutual companies, perhaps. Then, at least, there would be very little chance indeed of control passing to Calgary or Fort Wayne, Indiana.

Govett Pacific Income Fund
The First High Income Pacific Unit Trust...

LAUNCH OFFER 10% BONUS

If you regularly read the financial pages of this newspaper you will be fully aware that the economies of the Pacific region—particularly Japan—can offer you some of the most exciting investment prospects to be found anywhere in the world.

Now for the first time ever, the Govett Pacific Income Fund gives you a chance to share in the region's prosperity and at the same time enjoy an annual income of 5% (estimated gross starting yield at the initial offer price of 50p). This level will be achieved by distributing all of the income arising from the portfolio (less tax) to unit-holders, with expenses being met from capital.

The aim of the Fund is to invest for an above-average yield principally in equities and convertible bonds of companies with growth potential in the Far East and Australasia.

While the major emphasis will be on Japan, the Managers intend to pursue a flexible geographical policy and it is

John Govett—60 years of independent investment management

For 60 years, John Govett & Co. Limited has concentrated exclusively on investment management, with no conflicts of interest. The Group manages or advises unit trusts, investment trust companies, pension funds and charities as well as private portfolios.

Investment success in the Pacific

John Govett was early to identify Far Eastern opportunities. Over the past 15 years, the Group has built up significant interests in the region, and in Japan in particular. Currently, funds under direct management or advice of John Govett & Co. Limited have £200 million invested in the Pacific markets, of which £150 million is invested in Japan.

envisaged that some investments will be made at an early stage in Singapore, Malaysia, Australia and Hong Kong.

How to invest

The initial offer price is 50p. To invest, simply complete the Application Form below and return it to John Govett Unit Management Limited. Minimum initial investment is £500. You will be sent a contract note within 3 days and your unit certificate within 6 weeks.

You may also buy units by telephoning the Managers on 01-588 5620.

Applications of £2,500 or more received by 8th June, 1984 will receive a 1% bonus.

Applications received after 8th June, 1984 will be allocated units at the offer price ruling on the date of receipt.

Excellent growth prospects too

The stock markets of the Pacific region are forging strongly ahead. Japan UP 49.1%; Australia UP 37.6%; Singapore UP 14.3%... all in the last 12 months—with more to go for!

Govett Japan Growth Fund up 49.4%* since launch, July 1983.

The success of the Govett Japan Growth Fund clearly demonstrates our investment expertise in the Pacific region's key market.

You should however remember that the price of units, and the income from them, can go down as well as up.

*As at 14th May, 1984.

INVEST NOW FOR 1% BONUS

if you invest £2,500 or more during the initial offer period.

GENERAL INFORMATION

The Fund is authorised by the Department of Trade and Industry. Managers: John Govett Unit Management Limited (A member of the Unit Trust Association) Investment Advisors: John Govett & Co. Limited Trustee: National Westminster Bank PLC

Share Exchange: Telephone for full details of how to exchange existing shares for units on favourable terms or tick the box in the application form opposite. Prices and yields Bid and offer prices, and the gross yield, will be quoted daily and published daily in the Financial Times and Daily Telegraph. Charges and commissions: The offer price includes an initial charge of 5% and, after the initial offer period, may also include a rounding adjustment. The Managers will pay commission to authorised agents; rates are available on request. An annual management charge of 1% of the value of the Fund (plus VAT) is deducted from capital.

Income Distribution: Income net of basic rate tax will be distributed on 29th February and 31st August every year, with a report on the progress of the Fund. The first distribution will be on 29th February 1984. If you would prefer to have your net income automatically reinvested in units of the Fund, please tick the box on the Application Form.

Selling units: To sell back your units, you may telephone the Managers or sign your Unit Certificate on the back and return it to them. You will receive a cheque for the proceeds, normally within 10 working days of receipt of your certificate.

Traded Options: The Trust Deed permits dealing in traded options within the limits allowed by the Department of Trade and Industry.

APPLICATION FORM

Govett Pacific Income Fund

To: John Govett Unit Management Limited, Winchester House, 77 London Wall, London EC2N 1DH. Tel: 01-588 5620.

I/We enclose a cheque for £ (minimum £500; minimum £2,500 to qualify for 1% bonus) payable to John Govett Unit Management Limited for the purchase of units in Govett Pacific Income Fund at the initial offer price of 50p.

This bonus offer closes on 8th June, 1984. Thereafter units will be allocated at the offer price ruling on the day of receipt. In the initial offer period investors of £2,500 or more will be given, at the expense of the Managers, a bonus of 1% in extra units.

I am/We are over 18.

Please tick for Automatic reinvestment of income in further units. Details of Share Exchange Plans.

Name (Mr/Mrs/Miss/Ms/Title) _____

Block Capitals Please Address _____ Postcode _____

Signature _____

In the case of joint applications (maximum 4), all applicants should sign and print their names and addresses on a separate piece of paper. This offer is not open to residents of the Republic of Ireland.

The Second Guinness Mahon Business Expansion Fund
with the professional management that makes the difference.

A fund approved by the Inland Revenue under the terms of the Finance Act 1983, giving income tax relief for eligible investors against the cost of shares in unquoted U.K. companies.

Leading financial journalists and advisers have identified business expansion funds as one of the most outstanding tax planning opportunities now available for U.K. residents. Money invested by the fund in qualifying companies attracts relief at the investor's highest rate of income tax.

For instance, a 50% income taxpayer should receive a rebate of £2,500 on an investment of £5,000.

Last year Guinness Mahon was the first merchant bank to launch a fund under the new Business Expansion Scheme legislation. This fund has already invested in eight companies in a wide variety of industries. Following this, Guinness Mahon raised funds for two other Venture Capital projects—one for private individuals, the other for sophisticated institutional investors.

As a leading merchant bank, Guinness Mahon has been involved for many years in the financing of small companies. Private investors can now take advantage of this experience.

THE BENEFITS

- 1 Full tax relief at the highest rate—up to £40,000 for qualifying U.K. investors.
- 2 Professional management—Guinness Mahon has specialists in developing the potential of emerging companies.
- 3 Prospect of ground-floor investment in major companies of the 1990s.

It should be noted that there are high risks involved in investment in young companies as well as the prospect of high rewards.

INVEST NOW
Minimum Investment £2,000.
Maximum £40,000.
Completed Application Forms should be received not later than 19th June 1984.

Our charge to investors is only 5%. This will cover the time and effort spent over a minimum of five years in ensuring that you get a good deal for your money.

To find out more please send for a copy of the Memorandum describing the Fund or telephone us on 01-623 9333 now (24 hours).

This advertisement does not constitute an invitation to subscribe to the fund; subscription may be made only on the basis of the Memorandum describing the fund.

NOTE: Before deciding to proceed with subscription to the Fund, you are advised to seek advice from your accountant, solicitor, bank manager or other professional adviser. Participating accountants may participate in the Fund without constituting their professional ethics.

Guinness Mahon Business Expansion Fund

To: Guinness Mahon & Co Limited, REEF COURT, 55, Abchurch Lane, London EC4N 3DF. Please send me a copy of the Memorandum describing the Fund and an Application Form.

Name _____ Address _____ Postcode _____

Handwritten note: محرز اصله

YOUR SAVINGS AND INVESTMENTS—4

Philip Stephens looks at the prospects for Government stocks

A mixed forecast for gilts

GILTS CAN be as fickle as the weather. As the skies clouded over after April's hot spell, the storms had already broken in the gilt market. And though there may be one or two bright spots on the immediate horizon the outlook in general remains distinctly overcast.

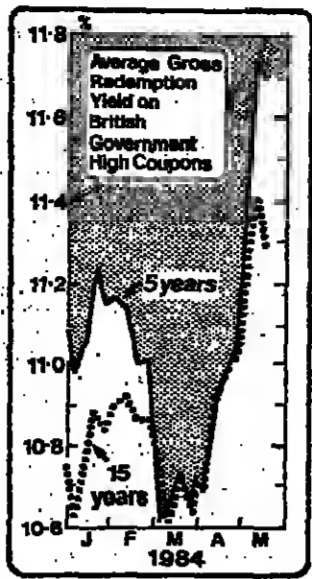
For investors the change has brought heavy capital losses, and most City brokers hold out little hope that they can be more than partially recouped in coming months.

Since the euphoric aftermath of the March Budget prices for long-dated stock have dropped between £4 and £5 per £100 of nominal stock, and for short-dated issues by about half that amount.

Yields, which had seemed firmly stuck in the 10 to 10.5 per cent range, have jumped up to levels of well over 11 per cent and above for many stocks.

Like most other things in financial markets nowadays, the cause of the fall lies equally on the other side of the Atlantic. After a long period when it seemed that Britain had effectively "decoupled" its interest rates from levels in the U.S., the link was firmly re-established by the recent surge in U.S. loan rates and the awesome collapse of the U.S. bond market.

Higher base lending rates here and fears that any further tightening of U.S. credit could push them still higher quickly



Mr Keith Jones, chief economist at James Capel, is not quite so pessimistic, arguing that the market is already discounting a new credit squeeze in the U.S., which anyway is not certain. But while he thinks the market could stage a minor rally from its present low levels this year he does not see it recouping more than around half of its losses since the Budget.

The domestic background for a revival in gilts has also worsened over the past two months. The strong pace of credit demand, fears that the money supply is expanding rapidly and an unexpectedly high level of government

borrowing last month all point to a cautious approach from the big institutional buyers.

Fears that recent rises in factory gate prices and a slight rise in the level of pay deals may herald an upturn in inflation are also likely to dampen enthusiasm. The exceptions to the rule of course, are indexed stocks which have already bucked the downward trends.

The news, though, is not all bad.

While the institutions have been holding back from buying they have been amassing huge cash balances, due to be boosted further next week by around £800m in dividend payments.

Many brokers believe that sooner or later most of this cash will find its way into gilts and if the U.S. bond market can avoid further heavy losses, at least a minor rally in gilts could come as early as next week.

Some analysts also believe that the money supply outlook will improve later this year and this, coupled with a lower level of new gilt issues and a good institutional cash flow position may push the market higher in the autumn.

On that argument the next few weeks might be the right time to buy into the market and lock into the present high yields. But for the moment even the optimists are predicting only sunny spells rather than anything like a heatwave.

HENDERSON/BANK OF SCOTLAND

In search of more new markets

ONE SIGN of the changes now sweeping through the world of financial services is the way different groups are combining to refine the goods they put on show for the private investor.

The latest example is the link-up announced this week between Henderson Unit Trust Management and the Bank of Scotland to offer a money market high interest cheque account.

For the Bank of Scotland it is a move into familiar territory. It was the first of the UK clearing banks to open such accounts for its own customers and has since extended the services through links with the Alliance Building Society and the Nottingham Building Society.

The aim for the bank is win new customers and new deposits without building a big branch network outside Scotland. It is smaller not only than the big four clearers but also than its Scottish rival the Royal Bank of Scotland (which also owns

Wiliams and Glyn's, and will merge its Scottish and English businesses late next year).

The innovative link with Henderson fits into the strategy. Customers introduced through Henderson will have their accounts operated on exactly the same terms as the bank's existing money market account clients.

At the launch, Mr John Robertson, assistant general manager of the bank, said: "This partnership will help to spread both Henderson's and Bank of Scotland's influence throughout the UK."

For Henderson, the great attraction of the venture is that it encourages customers to keep their money within the group's orbit when they go liquid pending an opportunity to go back into the market lower down, or

to switch into another fund. It reduces the possibility of a client changing to another investment house on the way.

Henderson must have sensed that it was rather late on the money market scene. The first major account was launched as long ago as 1981 by Tyndall but there was a real explosion after January last year when Save and Prosper and Robert Fleming marketed their chequebook account followed closely by six other funds.

The link with the Bank of Scotland offers Henderson a relatively quick way into this part of the market—it would have been more difficult and more costly for the group to set up its own cheque account.

The launch of the account coincides neatly with a period of growing uncertainty in the equity markets, both in the UK and abroad, and with a hardening of interest rates.

Both partners were coy at the launch about how much money the new account might attract from Henderson's 135,000

clients. Certainly it will be beyond the reach of many since the minimum balance needed for an account is £2,500.

The interest rate offered compares favourably with similar accounts from other operators. It is adjusted daily depending on the current rate in the money market and late this week it was set at an effective annual rate of 9 per cent, paid gross, although all these bank accounts may be affected by legislation next year forcing them to deduct tax at source.

Customers receive a chequebook which can be used for payments above £250 with up to nine transactions every quarter free of charge. No notice is required for withdrawals and any interest already earned is not forfeited. Clients holding Bank of Scotland Visa cards can make smaller payments from the account to settle their monthly bills.

Henderson also offers a 1 per cent discount on the price of 14 units if the purchase is made with funds from the money market account.

ASIAN MARKETS

Tokyo crashes—and crashes

THE PAST week on the Tokyo stock market brought with it a rapid descent in share prices. "Second-largest stock market crash in history," read Tuesday's newspaper headlines, acknowledging Monday's 370.58-point crash in the Nikkei Dow Jones 225-share average. The tumultuous session lasted just 72 hours, until the Nikkei Dow lurched a further 379.24 points lower on Thursday. "Second-largest stock market crash in history," read Friday's newspaper headlines.

The week ended on a milder note. Friday saw a mere 213.63 points drop, leaving the Nikkei Dow to close the week at 10,126.88, down 706.99 on the week, and 10 per cent lower than the all-time high of 11,190.71 achieved on May 4, the peak of a 30-month bull market.

To say Wall Street sneezed and Tokyo caught the cold is at best half an explanation. Monday's sharp fall was widely reckoned to be a continuation of the previous week's unsettled

mood abroad, with the U.S. contemplating balefully its interest rates. Britain its refractory miners. Over the weekend, the "sell" orders piled up in Tokyo all but a small fraction of the market's 270.58 drop came in the morning, to be followed by a relatively uneventful afternoon.

ROBERT COTTRELL on a bad week in Japan

Monday also saw the dollar rise back to trade at more than Yen 231/\$—a 10-week high reached in defiance of the prevailing wisdom of the past six months that the dollar should now be steadily weakening towards a natural rate of around Yen 215 or Yen 210/\$.

On Friday, the dollar firmed still further, rising in Tokyo to close at Yen 238.59/\$ after hitting Yen 234.2/\$, a three-month high, in the afternoon.

After two relatively tranquil days, Thursday's second-second largest-ever stock market drop had a particularly Japanese background. Wednesday's attack on Saudi Arabia in the Gulf evoked one of Japan's great economic fears, that of impeded oil supplies. Japan imports all of its oil, 65 per cent from the Gulf. Even with the country's 120-day stock as a buffer, Japan has more cause than most countries to fear a maritime escalation of the Gulf war.

While the two major declines of the week can be related to immediate circumstances, it is worth noting that foreign investors, whose buying led last year's gains for many Japanese stocks, have been steadily selling the Tokyo market for the last two months. Foreign selling was until last week more than countered by domestic buying to the extent that the Nikkei Dow Jones average hit its all-time high just two weeks ago. But the most aggressive dom-

estic buyers were individuals using margin credit—people likely to be at least short-term holders of stocks, highly vulnerable to tighter credit, or market hiccups. On Monday, margin credit—another collated indicator—hit an all-time high. The Tokyo stock exchange moved yesterday afternoon to try to break a potentially vicious circle of forced-selling by easing investors' margin requirements from 60 to 50 per cent.

Japanese analysts are speaking by and large of "corrections" and "consolidations." A less inhibited foreign fund manager asks simply whether something does not have to give in a big way, when the stock market rises over 60 per cent in 20 months in a low-inflation economy growing at around 4 per cent annually. Overseas investors as a whole seem to agree, foreign selling last week totalled ¥66.9bn, almost five times the level of the previous week.

Today's Rates 10¼%-11%

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Deposits to and further information from the Treasurer, Investors in Industry Group plc, 91 Waterloo Road, London SE1 0DN (01-928 7822 Ext. 36). Cheques payable to Bank of England, or Investors in Industry Group plc.

SAVINGS OFFERS

	Page
HK UT/Wardley	1
Singer & Friedlander	5
Hambros Unit Trust	6
Mercury	6
Scottish Montagu Bailie Gifford	8
John Govett	8
Guinness Mahon	8
Henderson V.T. Cheque Account	9


UK CONVERTIBLE STOCK 19/5/84

Statistics provided by OAT/ASTREAN International Cheap (+) Dear (-)

Name and description	Size (£m)	Current price	Terms	Convertible dates	Premium		Income		Div. Current		
					Flat yield	Red yield	Current	Range			
British Land 12pc Cv. 2002	6.80	382.50	333.3	80-92	3.1	-3.6	-8 to -3	46.5	61.7	3.7	+ 7.3
Hanson Trust 81pc Cv. 01-06	81.84	381.50	160.7	85-01	2.7	-7.1	-7 to 2	172.7	71.9	-25.8	-18.9
Slough Estates 10pc Cv. 87-90	5.03	288.50	234.4	78-88	3.8	-2.5	-14 to -1	13.5	9.6	-1.3	+ 1.1
Slough Estates Spc Cv. 91-94	24.72	122.00	97.5	80-88	6.7	4.8	0.9 - 6 to 2	21.8	26.1	3.5	+ 2.6

* Number of ordinary shares into which £100 nominal of convertible stock is convertible. † The extra cost of investment in convertible expressed as per cent of the cost of the security in the convertible stock. ‡ Three-month range. § Income on ordinary shares is greater than income on £100 nominal of convertible of the bond. ¶ Income, expressed in pence, is summed from present time until maturity and is present valued at 12 per cent per annum. ** Income on £100 of convertible stock which is earlier. †† Income is assumed to grow at 10 per cent per annum. ††† This is income of the convertible less income of the underlying convertible. †††† Income is assumed to grow at 10 per cent per annum. ††††† This is income of the convertible less income of the underlying convertible expressed as per cent of the value of the underlying security. †††††† + is an indicator of relative cheapness. ††††††† - is an indicator of relative dearth. †††††††† Second date is assumed date of conversion. This is not necessarily the last date of conversion.

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PROPERTY

A patchwork of prices in London

BY JUNE FIELD

IN SPITE of the eternal cry of many London estate agents that there is not enough stock, particularly in the quality sector, there is certainly no shortage of places for sale both in central London and the adjacent fringes of the west and south-west districts.

Andrew Bishop of Jackson Stopp & Staff in Chelsea finds that flats in a good quality conversion remain the popular choice for most purchasers who need to live and work in London.

"The quality of this type of accommodation coming onto the market has increased immeasurably over recent years with the provision of high quality fitted kitchens and bathrooms, plus the security and convenience of the latest video-entry systems. This type of flat combines the charm of an older property with the advantages of low outgoings and modern amenities. The large mansion blocks with their proportionally higher service charges have become less attractive to the young purchaser, but they still find favour with foreign buyers and investors who are attracted by the portage and services that a purpose-built block provides."

Gardens. For so long "bedsit land," this part of Kensington has now become a good second best to Chelsea. In Onslow Gardens a two bedroom flat on a lease of 65 years can cost between £95,000 and £125,000. A sustained level of high quality developments has achieved this, and Andrew Bishop is very optimistic about a number of exciting developments there later in the year. And they would not be surprised if the same success story were repeated in the areas between Queensgate and Gloucester Road, Cranley and Evelyn Gardens and to the west of Earls Court Road on which developers are already casting their sights.

The addition of VAT to conversion work next month will obviously add to the cost of restored property, so what is on offer now must be good value. A two bedroom refurbished flat in a serviced block in Baker Street, W1, can still be found for between £87,000 and £78,000 for a 114-year lease. (Landmark Estates, 01-486 0079); while in Pont Street, SW1, a selection of modernised apartments in a new conversion of two red-brick Victorian houses are from £50,000 to £200,000 including carpets and kitchen equipment (Roland Quick, 01-235 4545). And in a period building in Courtfield Gardens, two bedroom, two bathroom flats on 125 year leases are £89,950-

£107,500. (Ayresford, 01-351 2383, and Russell Simpson, 01-584 7876).

Edward Erdman in Grosvenor Street, W1, record an increase of 10 per cent or so in the up to £70,000 sector, which is mainly middle market small flats. They warn that leasehold blocks in the Central London area whose leases have fallen below the 50-year mark are generally proving unacceptable to building societies. "Sales of this type of property are, therefore, becoming difficult, which raises the question of the need for new legislation, to assure the right to renew or extend a lease," comments Erdman's Roo Presley.

Gary Hershman of Beauchamp Estates in Curzon Street, points out that the buyer looking for style rather than space could find a freehold "bijou" cottage with two or maybe three very small bedrooms for around £150,000.

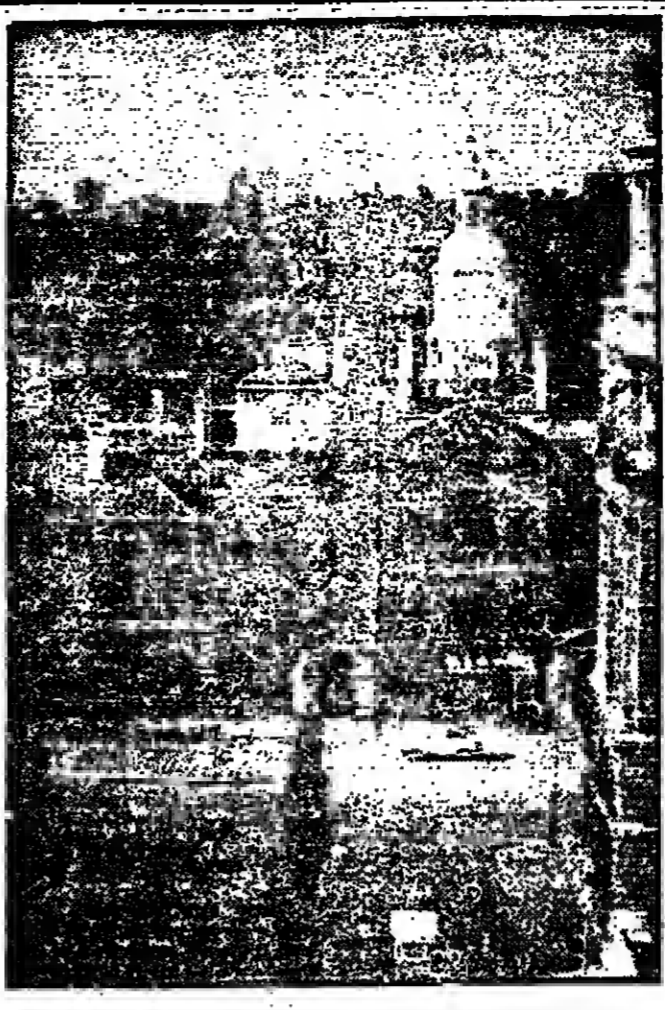
He says one should expect to pay £200,000 to £250,000 for a family house in good areas of central London, the price differential reflecting the condition of the property. "In this bracket one can look for a five-bedroom freehold house in Kensington, or a 50-year lease for a Belgravia mews house."

Over £230,000 the price gets a bit arbitrary. Keen buyers push up prices in quantum leaps over this limit. For example a looge lease on a large semi-

detached house in St John's Wood with three living rooms, five bedrooms, and a large garden, in superlative order, is £550,000.

The firm reports exceptional competition for properties in Holland Villas Road, Addison Road, and Addison Crescent. Traditional British families who want a home in London are among recent buyers. Foreign missions also favour the area, and have lately bought some substantial houses for senior diplomats. (Once part of Holland Park farm, the houses in this area were mostly speculatively built by James Hall in the early part of the 19th century. Hall went broke, and at an auction in 1864 detached houses were sold for between £1,000 and £2,000. Now the figures are nearer £500,000, occasionally soaring to nearly £1m).

The prices of properties on the Phillimore Estate, W8 where some of the houses back onto Holland Park, have increased dramatically in the last six months, and the estate company's policy of increasing the cost of extending the lease has nudged the price of the larger houses well into the £1m bracket. Robin Langton of Ayresford's Kensington Church Street office sold one house in the road for £923,000, and John D. Wood sold an 82-year lease of another with seven bedrooms plus a basement staff flat for £1.15m.



A two bedroom apartment in one of London's most impressive mansion blocks, Whitehall Court, SW1, has this view of Horse Guards Parade from one balcony, and views of St James's Park, Buckingham Palace, and the River Thames from the other two balconies. Price £195,000 for a 43 year lease. (Available as maid, valet, restaurant and laundry services.) Details Alistair Howie, Aylesford, 440 Kings Road, London, SW10 (01-351 2383).

Under the hammer

TODAY IS the last "viewing" at Elveden Hall, a vast 19th century house with a spectacular Taj Mahal-style marble lined hall. Christie's four-day sale of the contents starts on Monday.

It will cost you £33 to go in, which includes the splendidly produced seven-volume set of catalogues with a background history by Clive Aslet of the one-time maharajah's mansion near Thetford, Norfolk.

The original house, said to have been built around 1766 by Admiral Lord Keppel, was knocked down after 1863 (except for two rooms), by Dulcey Singh, deposed Indian prince whose treasury yielded up the fabulous Koo-i-Noor diamond for Queen Victoria. His nominal father was Rujit Singh, the Lion of Punjab ("a diminutive tyrant, pock-marked and blind in one eye" is how Michael Alexander and Sushie Anand described him in Queen Victoria's Mokoraja, published in 1980 by Weidenfeld).

sofas more comfortable than stuffed owl and duck. The helmet-shaped brass coal scuttles in an attic are expected to go for £35 or so on the sale. In general the total of over 2,500 items expected to raise more than £2.5m, are classed as interesting, rather than great. There is little of Indian taste left in the furniture, except for a couple of Anglo-Indian rosewood chairs with fretted backs, and the odd toilet mirror and pretty box.

The pieces, mainly of English and Irish provenance, form what Christie director John Herbert calls one of the largest and most varied groups to have come on the market since the War. "This means that there is a chance for professional or amateur buyer to acquire useful and attractive pieces of furniture."

For those who appreciate the heavy stuff there are large breakfast bookcases, and several Italian walnut cassapanas, massive settee-cum-chests, while a French mahogany cartonnier, incorporating 20 leather-fronted boxes labelled "shooting parties" could be indispensable for an aspiring hostess to keep a card index on guests.

The art deco enthusiast should take a look at the elegant furniture and fittings for the Silver Bedroom. They were designed around 1930 for the second Countess Iveagh by the Irish brewing family of the Irish brewing family (created the first Earl of Iveagh in 1912), bought by Edward VII in 1939, and has now settled in Ireland. He is selling the contents, but the fate of the estate appears to be undecided.

A great deal of the furniture was formerly under dust sheets when I went along. The grand, imposing rich peach and lemon brick house to which Edward VII came every other year for the lavish shooting parties, alternating with Chatsworth, has not been lived in since World War Two, when it was occupied by the U.S. 8th Air Force.

(Although by the 1930's the re-togethers were on a more limited scale, nevertheless one could observe in the visitor's book the photographs and signatures of such as Neville Chamberlain, Chips Channon, Lord Halifax and Albert Duke of York, later George VI.) There are line-ups of tables, clusters of overstuffed Victorian chairs, settees and jump-backed

BY JUNE FIELD

Little-known Lincolnshire



Barrowby House, near Grantham, Lincolnshire in walled gardens and grounds of 34 acres is in the region of £130,000 through Peter Burrows, Strutt and Parker, 12 London Road, Grantham, Lincolnshire (0476 65884).

WHAT ABOUT Lincolnshire, a county often after noting my recent guides to country properties. "Prices are comparatively low, the pace of life is slower, yet we are within three hours' drive of London, and commuter trains run via Peterborough which is just over 45 minutes from the old market town of Boston. Kings Cross is about 1 1/2 to two hours by high speed train."

A search around the area of Boston (in the Middle Ages a port of considerable importance, paying a levy only a little less than London), revealed what one agent called "an ideal district for second-home hunting as well as permanent living."

Around the little known countryside of fertile farms and fen down near The Wash in the part known as Holland, for hollow or flat land, there are indeed some intriguing properties at prices considerably lower than in the south of Britain.

A brick and slate former chapel in Butterwick, five miles

from Boston, at £12,650 or near offer is a 1901 building: with its hall, commode room, kitchen and wc, it has planning permission for conversion to a five-bedroom house.

Farm cottages around the village of Swineshead, with its nearby Abbey and Castle, are under £20,000, ready to move into; and small detached bungalows in an outlet location in Boston are under £30,000, with more spacious houses £50,000.

The place with the most character was a Gothic-style stone cottage built in 1858 by St. Gilbert's Priory, a Benedictine convent for Spalding, Holbeach and Kirton. The price was £37,500 for the four-bedroom cottage (two bedrooms are in the annex to a wicketed stable), with its kitchen garden, spinney and caravan stand.

For property guides with the sort of useful basic information that is often left off

property particulars (both general and water rates worked out, plus the name and address of the solicitors acting for the vendor), contact Bruce Mather, partner in Flixes, 1 Main Ridge West, Boston, Lincolnshire. The firm also has offices in Skegness and Spalding.

Further to the west, three miles from Grantham, Peter Burrows of Strutt and Parker's London Road, Grantham office, is selling Barrowby House: in the village of Barrowby, within a mile of the A1 Great North Road, it is in Belvoir hunting country. Listed of architectural interest Grade II, the handsome five-bay, million-and-transoms windowed stone house is in the region of £130,000.

Included with the 17th century six-bedroom, two-bathroom home with its period fireplaces and exposed beams, is a coach house, potting shed, paddock, grass tennis court and a charming Gothic octagonal summer house. The garden ornaments are extra, but can be bought by arrangement.

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Handwritten Arabic text: محروا صنة اذقهل

TRAVEL

Michael Thompson-Noel investigates the Great Barrier Reef Of stringybarks and ginee trees

IT IS A long time since I played cricket, so that it came as a pleasing discovery to learn that I can still construct an innings... The discovery came in April, during a stay on Dunk Island, a tropical gem near South Mission Beach, off Northern Queensland...

tidal movements, which makes swimming difficult, if not impossible at low tide. To find the island that suits you best, consult a first-rate travel agent, and filter the brochures for hidden costs... Dunk was a joy. It is part of the Family Island group, which stretches south east from Dunk for about nine miles...



an ancient aboriginal domain, at whose tip Australia runs out. Further information: Contact TAA via your travel agent, or write direct to Dunk Island Resort (or Bedarra Hideaway), Queensland, Australia...

MOTURING

Electric power shocks

BY STUART MARSHALL



The Enfield 8000 electric car

THE IDEAL city centre car would be a tiny hatchback, easy to enter and leave, lively though economical, physically undemanding to drive in thick traffic, silent and non-polluting...

It could be refuelled at night when power stations are generating capacity to spare; a black box of electronics would replace a motor-car's transmission and engine management systems...

Or is it? The current (if you'll forgive the pun) issue of that invaluable reference book, "World Cars 1983" published by Herald Books at £21, lists 40 electric cars...

The man who aims to change all this is none other than Sir Clive Sinclair, inventor of the pocket calculator, father of the home computer and pocket TV. He founded his own company, Sinclair Vehicles Limited...

acid battery is likely to appear at an economic price. So Sir Clive's forthcoming low-cost town runabout exploits existing battery technology instead of fighting against it...

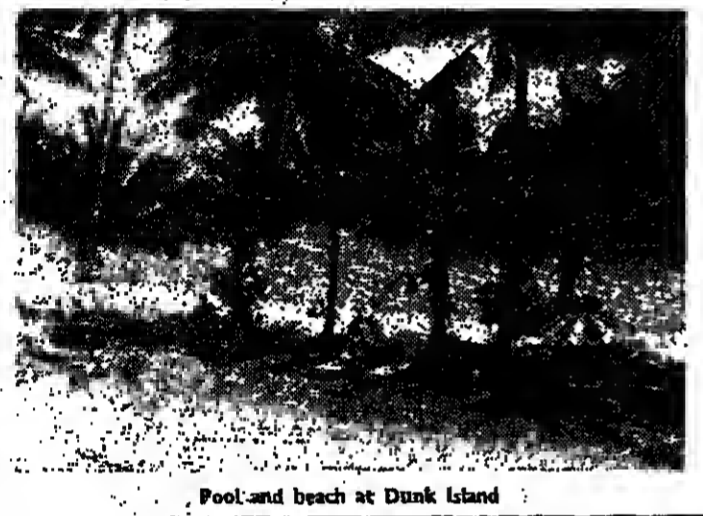
If anyone can get the battery car out of fantasy land and on to the road, it will be Sir Clive, but he must be aware that it will be a daunting task. SVL's security has been tight and no information on the car has leaked...

That description would have applied to the nearest approach to a viable electric car seen in Britain so far — the Enfield 8000 of 1975. The Electricity Council bought 60 of them, but plans to put it into volume production were stillborn...

How to play it safe on the

THE APPROACH of the main holiday season somehow always seems to coincide with jitters in the currency markets. The temptation then arises to make a penny or two on the money...

will not, however, sell you a magazine and give you change for a 100 cheque. I have found the £20 cheque by far the most useful even if banks have issued 50 of the things at a time...



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CHESS

LEONARD BARDEN A MEMORABLE Phillips and Drew/GLC international ended at County Hall last week with yet another triumph for world champion Karpov, who has now won 57 tournament first prizes...

BRIDGE E. P. C. COTTER IT IS NOT always possible to find a 100 per cent safety-play, but the good declarer should have safety always in mind. Let us study this hand from a rubber:

Chess notation: ♠ A Q 7 5, ♣ K Q 8 5, ♢ Q 6, ♠ 10 2, ♠ 6, ♠ 4 2, ♠ 9 7 3, ♠ A J 10, ♠ K 10 9, ♠ 7 5 3 2, ♠ A K Q 9 6 3 J 8 7 4, ♠ K, ♠ 10 9 8 3, ♠ 6 4 2, ♠ A J 8 4, ♠ 5.

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Chess notation: 1 P-Q4 where his favourite Tarrasch (1 P-Q4, P-Q4; 2 P-QB4, P-K3; 3 N-QB3, P-QB4) shows three important points. Karpov vs Chandler in an early round proved the tournament decider, and it showed Karpov's in-depth analysis of key openings...

Chess notation: 20 R-N1, P-QR4; 21 R-B1, P-Q7; 22 R-N1, P-QR4; 23 N-Q3, Q-N4; 24 N(N3)-B5, Q-R1; 25 B-P, P-R6; 26 B-B3, Q-B4; 27 K-N2, P-KR5.

Chess notation: 16 N-KB4, BxP? In two later games at Phillips and Drew, Chandler preferred 16... Q-Q2, when the possibilities are 17 NxB, QxN; 18 N-B4, Q-R1; 19 P-QR3, N-K4 with level chances (Anderson-Chandler) or 17 Q-R4, Q-R1; 18 N-B4, B-Q1; 19 P-QN4, P-QR3; 20 N-QN2, B-KN4 followed soon by BxN.

Chess notation: ♠ 8 5 3 2, ♠ A 10 8 5, ♠ K 9 5, ♠ A 7, ♠ 7 4, ♠ K 10 9 8, ♠ J 9, ♠ K Q 6 2, ♠ Q 10 7 6, ♠ 3, ♠ Q J 10 6 4, ♠ 9 5 3 2, ♠ A Q J, ♠ 7 4 2, ♠ A J 8 4 2, ♠ K 8.

Chess notation: 17 P-N3, B-R4; 18 R-B2, BxP; 19 NxB, P-Q6. A dynamic resource, but still theory—it was suggested by Tony Miles in the tournament book of Niksic 1983, where the game Miles vs Karpov was yet another Tarrasch. The idea is 20 NxP? BxR; 21 QxN; when Black wins, but Karpov's mightful all planning has spotted an improvement.

Chess notation: 20 R-N1, P-QR4; 21 R-B1, P-Q7; 22 R-N1, P-QR4; 23 N-Q3, Q-N4; 24 N(N3)-B5, Q-R1; 25 B-P, P-R6; 26 B-B3, Q-B4; 27 K-N2, P-KR5. A remarkable Karpov concept: Black's seemingly formidable hisop and passed pawn duo are outweighed by a light square blockade which leads to a winning attack on the black king. Possibly Black's last chance is 27... R-Q5 to stop White's P-KN4.

Chess notation: 28 P-N4, Q-N4; 29 P-R3, R-Q5; 30 Q-N3, P-N3; 31 P-K3, R15-Q1; 32 N-K4, P-R5; 33 QxP, Q-K2; 34 P-N5. Among Karpov's less mastered techniques is his mastery of the clock. Just as in the game against Korzhnev given here last week, the final attack is delivered when his opponent is in acute time pressure before the control at move 40.

Chess notation: ♠ 8 5 3 2, ♠ A 10 8 5, ♠ K 9 5, ♠ A 7, ♠ 7 4, ♠ K 10 9 8, ♠ J 9, ♠ K Q 6 2, ♠ Q 10 7 6, ♠ 3, ♠ Q J 10 6 4, ♠ 9 5 3 2, ♠ A Q J, ♠ 7 4 2, ♠ A J 8 4 2, ♠ K 8. South bid one diamond, North replied with one heart. South rebid two diamonds, and after a diamond raise from his partner said three no trumps.

POSITION No. 516 BLACK (8 men) Chess board diagram showing a chess position with Black to move.

PROBLEM No. 516 BLACK (4 men) Chess board diagram showing a chess problem with Black to move.

White mates in two moves, against any defence (by F. B. Feasi). The position looks game-like, but the answer is pure problem and won the composer a special prize. Solutions, Page 14

White mates in two moves, against any defence (by F. B. Feasi). The position looks game-like, but the answer is pure problem and won the composer a special prize. Solutions, Page 14

BOOKS

Wrong turnings

BY GEORGE MALCOLM THOMSON

The March of Folly: From Troy to Vietnam by Barbara Tuchman. Michael Joseph £14.95, 447 pages

The particular kind of folly Barbara Tuchman has in mind is that which persuades statesmen that they can, should, must pursue a course of policy which is plainly against their own interests.

The first is rather different from the other two being an account of the six Renaissance popes, who, by their inordinate greed and immorality, precipitated the Reformation.

As one of the popes said to his nephew, "Now that we have the papacy, let us enjoy it."

"Now that we have the papacy, let us enjoy it." This, surely, they did in their own, full-blooded way. Nor can it be denied that what they left behind has a certain grandeur.

Closer to the pattern of Barbara Tuchman's theme is her second example of folly, the war which a British government insisted on fighting with the American colonies.

It is possible, although unlikely that, if Chatham had not been struck down at the crisis of the struggle, victory might have come.

It was not, of course, the object the war-mongers had in mind. But as Bernhard von Bulow told the German Reichstag one day in 1898: "One knows where a war begins but



"Farmer" George III on his way to Windsor while his American colonies declare their independence. This drawing of Gillray's is reproduced in "The Oxford Illustrated History of Britain," edited by Kenneth O. Morgan.

one can never know where it ends." Just for once, the end was less gloomy than could be expected.

Which brings us to the third of Mrs Tuchman's examples: the one on which she spends most time and about which she probably feels most deeply—the American war in Vietnam.

It began in a mood of idealism and high confidence with Kennedy sending in a few hundred "advisers"; it ended 20 years later with half a million Americans in the field.

The war began after the Bay of Pigs fiasco in Cuba and the French defeat at Dien Bien Phu—Kennedy must demonstrate that where the French had failed the Americans would—but of course!—succeed.

Barbara Tuchman's pained account of this long and sad episode in America's coming of age as it could be, given her strong feelings on the subject. At times she seems to argue that a war, however righteous, should not be persisted in if it is

plainly unwinnable. But this is a proposition which, on reflection, she would probably discard.

What is more certain is that a war should not be embarked on if the people are not prepared to see it through to the end. This, inevitably, involves some guesswork by the policy-makers.

The men at the top have to guess right. It is the least we can ask of them. In the end Mrs Tuchman asks, and fails to answer, this question: how can a nation best protect itself from the collective stupidity of its rulers?

The best she can offer is that we should look for character rather than intellect, like the Lilliputians who, according to Gulliver, thought that Providence never intended to make the management of public affairs a mystery.

But alas, the excitement of power, the certainty of being right, are as liable to infect the dull as the brilliant.

Staying put in the Soviet Union

BY ERIK DE MAUNY

The Jews of Hope: The Plight of Soviet Jewry Today by Martin Gilbert. Macmillan £8.95, 237 pages

"Refusenik" is an ugly word from the Russian *otkaznik* which covers an equally ugly reality. It has come to be applied to all those Soviet Jews who have sought permission to emigrate, but who have regularly had their requests for exit visas turned down by the Soviet authorities on one pretext or another.

all the anti-semitic exactions—the pogroms, the Pale of Settlement, the *numerus clausus* in the universities—which had marked the preceding centuries of Tsarist rule.

It is one of the ironies of history that many Russian Jews were prominent among the Bolsheviks and other revolutionary factions which prepared the way for the great upheaval of October 1917, in the hope that this would abolish at one stroke

label is "anti-Zionism." But even a casual glance at certain caricatures and articles which regularly appear in the Soviet Press quickly shows that the distinction between the two is so faint as to be non-existent.

Not are fully assimilated Jews always exempt from humiliation and petty harassment in their places of work. Last year, Martin Gilbert visited the Soviet Union and managed to arrange meetings

with a number of veteran refuseniks, including Evgeni and Nehama Lein in Leningrad, Yuly and Inna Kosharovsky in Moscow, and the indomitable, never-deterred Colonel Leo Drushcher in Minsk.

Most of them have been waiting for 10 years or more for exit visas; their persistence has often led to periods in prison camp or remote exile. As I can testify, a foreigner does not make such contacts without certain risks and hazards. Mr Gilbert came through the experience unscathed, but at the airport on his way home, many photographs and documents were taken from him.

Advertisement for the Financial Times International Conference 'The European Offshore in 1984' held at the Grand Hotel, Oslo, on June 18 & 19, 1984. The ad lists various topics like 'The Tax Issues', 'Market and Price Forecast', and 'The Future of the Independent Oil Companies', along with speakers from various countries. It also includes a registration form with fields for Name, Company, Address, and Tel.

Amis now

BY ANTONY THORNCROFT

Stanley and the Women by Kingsley Amis. Hutchinson, £8.95, 256 pages

Kingsley Amis's new novel follows a lengthy four year silence and finds him in acerbic mood, defending an exposed position. His hero, Stanley, advertising director of a national daily with an impossibly cavalier attitude towards an exacting job, is awash with women: a devoted second wife; a devilish first wife; a snobbish mother-in-law, and an accommodating ex-mistress.

But what seems to be a novel about the progress of Steve's madness, a novel in which Amis reveals a credible knowledge of current medical theories about mental illness, suddenly spreads its net wider to suggest that half the human race is mad, the female half.

That, at least, becomes Stanley's yards away from that of Kingsley Amis. The suddenness with which Stanley arrives at his decision may cause the reader to question his sanity

but it gives a lift to a flagging story line. With most of the characters' sanity in doubt there is no need for a rational resolution of Steve's condition.

There could well be more excitement generated about Stanley and the Women as a stage in Amis's move rightwards than there is in its pages. As well as the jaundiced view of women, the hero is unfashionably candid in his prejudices about blacks, Jews, society in general and the treatment of madness in particular: other men, lots to drink, and fast cars are the only consolations in life and rarely recently can masculine virtues have been so celebrated. This is not a nice book, nor a happy one. Apart from the odd sardonic comment and well lunged dart of wit it is not a funny one, but it just manages to seem important.

Stanley's direct approach to life is sympathetic; he alone shows a simple desire to be of help to Steve while the reactions of others are governed by selfish considerations. In the end, Steve, Amis has created a character of distinctive but credible nastiness. His concern to get his precise meaning across does not lead to easy reading, but gives a depth to his descriptions, and his insight



Kingsley Amis: acerbic mood

into some contemporary types, notably snobs, doctors, and editors, is enough in itself to retain him among the front rank of contemporary novelists. Stanley and the Women gives the impression of having been written in a hurry, which has not helped its plot to pace, but does leave a lingering experience with the reader. With Amis in this combative mood his causes may not yet be lost.

Star shines in snow

BY FITZROY MACLEAN

The Princess of Siberia by Christine Sutherland. Methuen, £8.95, 340 pages

After the Napoleonic wars the vaguely liberal ideas that had seeped into Russia from the West found fertile ground among some of the younger nobles and serving officers. The result was the Decembrist Conspiracy. On December 14 1825 a number of troops in the Senate Square in St Petersburg, egged on by their officers, set up a cheer for Konstitutsia (a constitution), many in the belief that they were cheering the wife of the Grand Duke Constantine.

When they refused to disperse, the new Emperor, Nicholas I, who was anything but a liberal, had them mown down by cannon fire and a cavalry charge. He then had the ring-leaders of the conspiracy rounded up by his secret police. Those who were not hanged were sent to Siberia as convicts, among them Major-General Prince Sergei Volkonsky, who, on being brought before the Tsar, had defied him to his face.

Russia has never been short of remarkable women (a fact insufficiently recognised by her present rulers). Prince Sergei's lovely young wife Maria was the daughter of the famous General Nikolai Raevsky, a hero of the war against Napoleon—the Sword of Russia his soldiers called him. Gently nurtured, well connected and having, above all, inherited from her father the stubborn courage which had helped defeat Napoleon, Maria now announced that she intended to join her husband in Siberia. What a wildly improbable venture, this was, becomes apparent from Christine Sutherland's skilfully drawn and well documented picture of the Volkonskys' position in society, of the lavish life they led and of the conditions prevailing in Russia at the time.

But nothing, not even Nicholas I, could stop Maria. At a farewell concert Pushkin, an old admirer, held her hand throughout the evening and promised to write her a poem; at the last moment her sister-in-law thoughtfully added a piano to her luggage; and a few hours later, on the eve of her twenty-first birthday, she was on her



Maria: love in a cold climate

way to Siberia in midwinter in a sledge. Travelling at high speed across the frozen snow, Maria's troika covered the four thousand miles to Irkutsk in 22 days. "Perms and Ekaterinburg," we are told, "passed unnoted." She spent part of her time at Tomsk. At Tobolsk, she was entertained in the style to which she was accustomed by Prince Gorchakov, the Governor of Western Siberia, an old friend of her father's. It was not till she reached Irkutsk and encountered the Disagreeable German, that she came face to face with the facts of her situation.

The document he gave her to sign as a condition of allowing her to proceed any further declared her to be the wife of a criminal, deprived her of all her rights, including the right to employ servants nor ever again to leave Siberia, declared that any children she might have there would, as serfs, automatically become state property, and obliged her to surrender all her money and valuables. Signing it without bothering to read it, Maria set out on the last leg of her journey.

The mine near Nerchinsk, in which Sergei was working, lay another ten days' beyond Irkutsk. On arriving there she found him half starved, in the dark, in chains, in verminous rags. "To the bewilderment of the guards," she wrote, "I knelt on the filthy floor and kissed his chains."

Maria and Sergei were to spend the best part of 30 years in Siberia before being finally reunited. During the whole of this time her entire effort was directed, in the best Russian tradition, to beating the system. The story of just how successful she was, how she bewildered, not only the guards, but everyone else, including her husband, is the best part of this fascinating

book. (The author has made excellent use here of unpublished diaries and other family papers.)

Before leaving Siberia, Maria gave birth to a son and daughter. (The latter, very probably by her husband's best friend and fellow-prisoner.) In the end, though still officially the wife of a criminal, she established herself in a farmhouse (now a museum) with 25 servants and two carriages, where she entertained everyone worth entertaining, including the Governor; built a magnificent theatre and concert hall, made friends with the local Mongols; engaged in innumerable good works and in general achieved a personal ascendancy in that bleak province which abundantly justifies the author's choice of title.

All this exhausted Prince Sergei who, for his part, took to agriculture, spending most of his time hobnobbing with the local peasantry.

TV tale

The Renewable Virgin by Barbara Paul. Collins, £8.95, 215 pages

Three women take turns telling this murder story: Kelly Ingram, a promising young TV actress who may have doubts about syntax but is otherwise enchantingly self-assured; Marian Larch, an unglamorous, sensible and intally likeable New York police officer, and the historian Fiona Benedict, mother of the first victim. Their narratives are skilfully enmeshed, characters emerge clearly, along with an amusing television-world setting. This is only Barbara Paul's third novel, but with its predecessors, it demonstrates that we have an author of talent and wit.

WILLIAM WEAVER

Voice of the President

BY JUREK MARTIN

The Other Side of the Story by Jody Powell. Morrow and Co. (105 Madison Avenue, NY 10016) \$15.95, 314 pages

Jody Powell, who was President Carter's press secretary for four turbulent years, has made no attempt to produce a balanced account or defence of the Carter years. Instead he has opted for a scattershot polemic clearly motivated by his conviction that the media had as great a role in the Carter demise as it had in Reagan's subsequent rise.

The American media contends that the fault lay with Mr Carter and those around him, outsiders who never sought to understand how Washington works. Carterites counter that it was the media's congenital inability to understand new phenomena, in this case a smart Southern president, that was the root cause of the problem.

Reality is probably somewhere between the two, but Powell contrasts the treatment his boss received with that accorded to Senator Edward Kennedy, the quintessential

establishment darling, though he acknowledges that it was a single disastrous TV interview (with Roger Mudd, ironically a Kennedy friend) that more than anything undid the Senator's presidential challenge in 1979-80.

But Powell, it is worth remembering, is a lot more than a mere Carter partisan getting his own back. He is widely considered, even by some of his enemies, to have been the best White House press secretary in the past 20 years, maybe more. He was good at his job not only because of his access to the presidential ear, (he agrees this often helped) but because of his wit and intelligence. He did not merely stonewall, like Nixon's Ziegler, or parrot, like Reagan's Spokes, but sought, within reason, an approach of constructive engagement.

Those of us in Washington not tied down exclusively to a White House beat used to find it useful to drop in on a Powell briefing; the same cannot be said today, nor could it for some years beforehand. In any case, it was obvious that he liked journalists as a group

(these days he is one).

Some Press-wounds remain open, however. He is particularly incensed—and justifiably so—over the treatment accorded Amy Carter and Hamilton Jordan. In his view it was symptomatic of a Washington contempt for the Carter crowd so strong that the standard rules of journalism were bent. Yet Powell is frank enough to enumerate his own mistakes, particularly those of over-reaction.

A constant theme is his anger at the media's inability to admit that it does make mistakes. This is admittedly difficult in an age when those who report have become, in effect, at least as important as the subjects they cover. In this respect, he is quite right to identify coverage of Carter's Middle East trip in 1979 as a prime example of media pride and myopia.

On that occasion, a plethora of reports from Tel Aviv one critical night suggested that Carter had failed to bridge the gap between Sadat and Begin; the major source was a Pmell briefing; 12 hours later agreement had been reached. Subse-

quent reporting, especially on television, centred not on what had been achieved but on how the Press had been manipulated by the White House to give the impression the President had pulled off a miracle.

My own first-hand observation supports the Powell view; the White House Press corps had become too dependent on the hand that fed it (it still is) to pick up a lot of the nuances in what they were told. Not that Powell has any radical solutions to the problem. More competition would help, as might tougher libel laws, but he is as avowed as any journalist to the U.S. Government getting involved.

This month sees the centenary of the birth of Harry S. Truman at Lamar, Missouri in May 1894. The story of how this son of the Middle West rose to the highest office, taking momentous decisions for the post-war world, is told again, with admirable directness and a wealth of illustration, by Robert Ferrell in Truman: A Centenary Remembrance (Faber & Hudson £12.50, 256 pages).

Handwritten Arabic text at the bottom of the page.

سكيا عاصيا

HOW TO SPEND IT

by Lucia van der Post

Expressions on a plate

I WOULDN'T have thought it easy to make much of a stir in pottery circles when you think of the number of distinguished potters that Britain has given birth to (Lucie Rie and Bernard Leach are just two names that leap to mind) but Ivo Mosley did so just a month ago with his first ever exhibition at the Crafts Centre in Earlsam Street, London, WC2.

Those who missed that chance to see the work of somebody who has been described as "an alchemist in ceramics" may see some 200 examples of his art in the terrace entrance foyer of The National Theatre in London's South Bank. From now until June 16, from 10 am to 11 pm from Monday to Saturday his work may be seen entirely free of charge.

Everything on view is for sale and though the average price works out at about £45, there are small pots starting at about £10, large ones ranging from £80 to £100 and there are some strange dishes standing on their own legs which sell at about £200. There are also vases and lights, tripods and howls.

Those who see his work are usually most immediately struck by the colours he uses—there are very bright blues, greens, yellows and reds, all often used in very striking combinations. He also uses very intense combinations of black (which Ivo Mosley achieves with the rare uranium oxide as a pigment) and white. All these are light years away from the subdued sand-coloured pots most of us associate with traditional ceramics.

His work has a freshness and vivacity which breathes new life into the whole world of pots and bowls, vases and dishes. Some of the boldness of his work is conveyed by the plate shown photographed below (this particular one sells for £55) but our pink and grey cannot possibly convey the glory of the colours.

His work has not yet been taken up by the grand museums and galleries but I am in no doubt that it soon will so those who want to buy early, before he becomes a big name, should do so now.

If you cannot make it to The National Theatre, Ivo Mosley is always happy to receive visitors at his studio at 11 Lawrence Street, London, SW3.

POSTSCRIPT

ALL those lucky people with conservatories who, like Anthony and Elizabeth Stanbury, find that flies tend to gather in the warmth might like to know that several readers have written in offering solutions to the problem.

The most common suggestion was a piece of old country lace—apparently hunches of fresh mint kept in the larder are meant to help keep flies away and one recommendation was a tub of mist in the conservatory.

Another idea was to have at least some insect-eating plants growing and readers reported much success with Trumpet Pitchers (that is, *Sarracenia*). Mr. McBurnie from Lancashire reports that he bought five "exorbitant" plants and now has little trouble. He finds that *Drosera* seems the best for small midges.

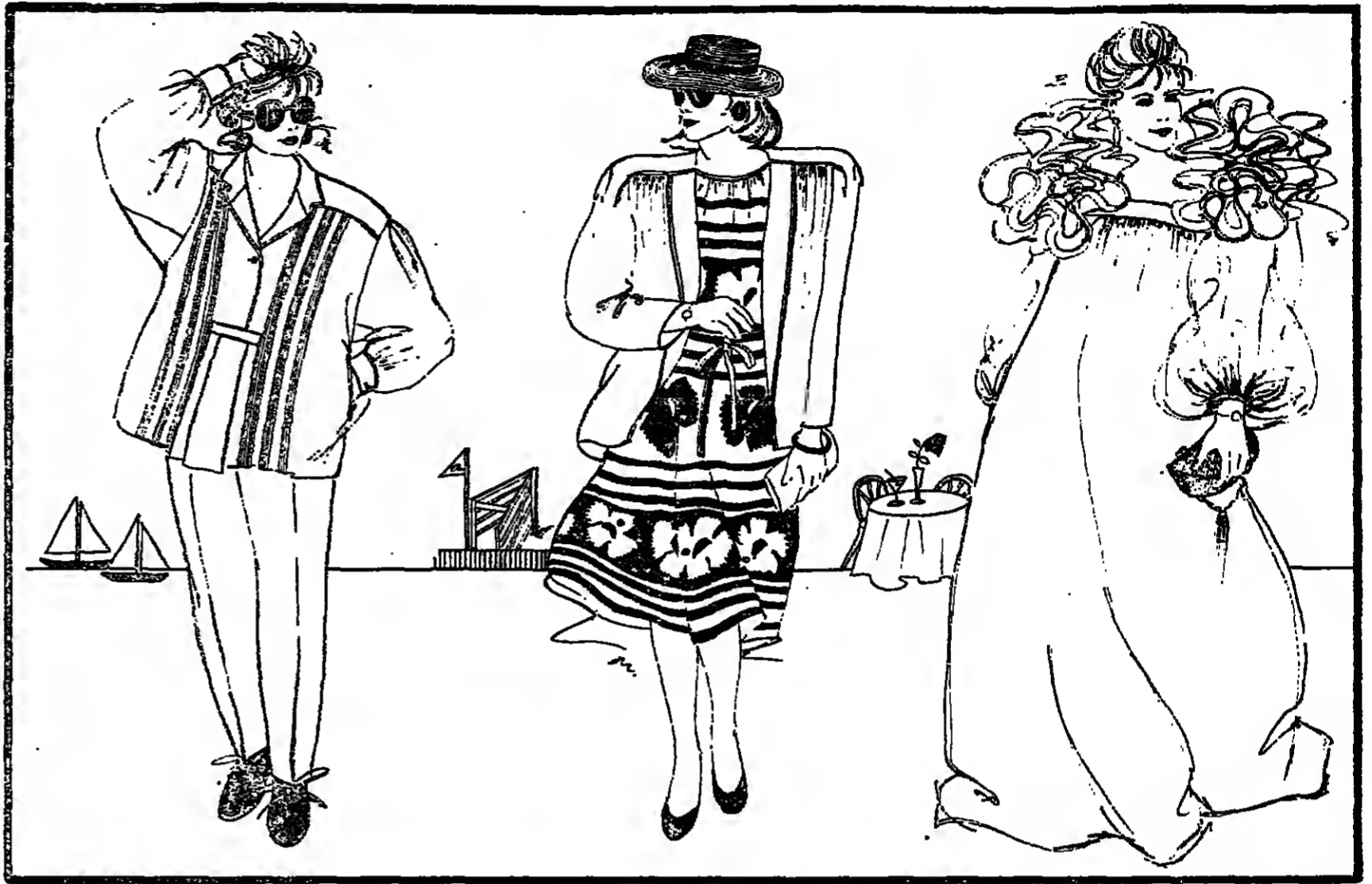
Below left: Monica Flynn sells a wide variety of trousers, jackets and flattering overshirts of all kinds, which can be used to build-up a holiday wardrobe. The trousers in navy, white or jade are made from 100 per cent polyester, are washable and come in sizes 16 to 24. They were made to Monica Flynn's own designs and measurements by the Swiss company of Alpini and cost £58. Worn with the trousers is a beautifully-cut tunic or overshirt in poly-cotton. Again it comes in sizes 16 to 24 in white only and was designed by the French company Manvela, £117.

Below centre: For weddings, Ascot, Henley or all the other glamorous occasions to which larger ladies are just as likely to be invited as their slimmer sisters, there is a selection of dresses with matching and quite slimming jackets. This particular item is meant for a high-fashion occasion and being made in pure silk crepe de chine it isn't cheap. In combinations of blue and grey with jade trimmings and white with red trimmings, it is £258. The jacket, black or navy, is £237, while the Italian straw hat in white, navy, red or black, is £24.

Below right: Finally, a ball dress so glamorous that I was quite keen to know if it could be made in smaller sizes. Designed by the Italian Valditore, in red silk taffeta (though it can be made to special order in black) it has a dazle of frills around the shoulders and big, beautiful, billowing sleeves to capture the eye where you want it to linger. In stock in size 18, to order in larger sizes (orders take from three to four weeks), it is £390.

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Drawings by Celia Baker



COOKERY

Go on, spoil yourself

BY JULIE HAMILTON

I KNOW of a couple who, on a Sunday, often have lunch at an excellent restaurant famed for its unique cuisine and stupendous and extensive wine list. They pay £9.50 each for the meal (this must be a bargain by any standards) and £36 for the bottle of wine!

Is it not true that most of us, at some time or other, will spend what must appear to others an outrageous amount on something of no practical use, something we could certainly live without, something that can only be described as a "luxury"? Should the mood or occasion be creeping up on you to indulge in such a sane and colourful act, I have some culinary suggestions of the most extravagant but delicious nature.

Have you ever had fresh foie gras? Not paté de foie gras but the raw goose or duck liver from France? (Foie gras is the enlarged liver of either duck or goose. Duck is easier to find.)

I was introduced to foie gras by a food-loving friend who came back from Lyon with a whole goose liver (vacuum packed). He marinated it, cooked and served it to my husband and me. It was food for the gods. I at once set about finding out where, if at all, one could buy foie gras in this country. After extensive enquiries and much searching, I discovered two sources, but not before I had been told that it was illegal to import it raw and that I would have to buy it "micuit" (partly cooked).

If it was illegal why were there at least two places where I could buy it quite openly? I put many questions to the various authorities involved in the importing of food and eventually received official confirmation that poultry oil can be legally imported.

Raw foie gras will cost you something in the region of £1.25 an oz, but remember that this is one of the greatest, most sought-after culinary luxuries in the world, so you must expect to be prepared to pay for it. If you really love food and have that very special occasion to celebrate (a silver wedding dinner perhaps?) why not lash out just this once and try it?

If you buy the whole liver vacuum packed from Boucherie Lamartine, 229 Ebury Street, SW1 (01-730 4175) it will cost you approximately £15 for 18 oz of foie gras de canard. Or Monsieur Jacques Bouquillon of Maison Bouquillon (01-325 5442) will be happy to tell you if he has an agent near you who can supply you with micuit which is much more expensive, approximately £37 per lb; or he may even be persuaded to post vacuum-packed raw foie gras canard to you. Harrods also sells the foie gras canard micuit in jars, and would post it.

The following recipe is the one we were given, and you have to have the raw liver to be



FOIE GRAS EN TERRINE

(serves at least 8)
1 whole foie gras cru; 6 fl oz port; sea salt and freshly milled pepper; 2 oz goose fat or butter.

Place the liver in a terrine with a lid, sprinkle it with salt and pepper (scant half teaspoon of each) and pour the port over. Cover and leave for 24 hours, turning from time to time. Preheat the oven to gas mark 4 or 5 (350 or 375F).

Spread the fat or the butter over the liver, which is still in the marinade, place it in a bain-marie (a roasting tin half-filled with water) and cook it covered for four minutes to the 100 grams, that is roughly 20 mins. It should be light pink inside when cooked and it is better to undercook it slightly rather than overcook it.

Remove it from the bain-marie and allow it to cool completely in the juices in which it has cooked before refrigerating. When serving, remove it from the refrigerator well in advance. Slice it thickly and serve cold, with thick soft white toast.

The following recipe is ideal for micuit, as well as crû, should you have difficulty in finding the raw foie gras.

FOIE GRAS CHAUD

(serves 8)
1 foie gras sliced into 8 slices (micuit or crû approx 1 lb); 1 small wine glass of armagnac; salt and freshly milled pepper; approx 4 oz butter; 16 or so peeled, de-seeded and halved grapes; 8 thick slices of bread lightly buttered.

Sprinkle the liver with salt and pepper and pour the armagnac over. Leave this for one hour before cooking. To cook, fry each slice in hot, flaming butter on both sides for hardly a minute (even less for micuit), drain and place on the bread which you have also fried. Decorate with the grapes. Tip the juices from the pan over each portion and serve at once. Alternatively, serve on a bed of spinach instead of the bread. What more can I say?

Bob Campbell, managing director of W. G. White

importers and wholesalers of caviar, truffles and foie gras, told me of a wonderful way to cook pork. I tried it and it was sensational. I bought a tiny pot containing three preserved truffles and it cost me £3.95 at the Gourmet in Lewes, Sussex but prices can vary a good deal.

LEG OF PORK WITH TRUFFLES

6 lbs leg of pork on the bone; 13 truffles approx; 4 oz salt and oil; 2 tablespoons port.

Slice the truffles into small pieces and insert bits into the pork where it has been scored; push some bits in as far as you can. Rub salt and oil all over and leave to stand for three or four hours if possible. Heat the oven to gas mark 5 (475F).

Place the pork on a rack in a roasting tin, put a mug of water in the base of the tin and roast at the above temperature for 15 minutes, then reduce to gas mark 5 or 6 (375 or 400F), cook for 25 minutes to the pound and allow 15 minutes standing time before carving or serving. Pour more water into the roasting pan if it appears to dry up.

When the pork is cooked there should be plenty of rich dark-coloured congealed juices in the roasting dish. Deglaze with the cooking water from whatever vegetable you happen to have cooked—boil fast to reduce and add the port. If you have any of this gravy left after the meal, pour it into a small mould and refrigerate. When serving cold pork, unmould and place in the centre of the platter containing the carved cold meat. It makes the most delicious jelly imaginable, rich, brown and aromatic.

Maybe you now have some truffle left over; what to do with it? I think my next recipe is probably verging on the immoral!

TRUFFLE OMELETTE

2 eggs per person; 1 dessert-spoon milk (optional); 2 mushrooms per person; as much truffle as you can spare or have left over (not very much either way); 1½ teaspoons butter per person; salt and pepper.

Slice the mushrooms and truffle very finely and sweat them together in one teaspoon of butter per person. Beat the eggs with the milk, season and form the omelette, adding the sautéed mushrooms and truffles as it begins to set a little. Serve at once and revel in the sheer extravagant outrageousness of it!

ANYBODY feeling fat, unattractive and lacking in confidence should pay a visit to Monica Flynn's charming small shop at 137 Sloane Street, London SW1. "Designer clothes in Generous Sizes" is how she describes what she is trying to provide but lovely though the clothes indeed are, much more valuable is Monica Flynn's own bracing, optimistic approach to life.

Fat ladies, too, can have fun, in her motto. Fat ladies go to halls, to Ascot, can sail and go to the theatre. In fact fat ladies are people leading normal lives but just needing larger clothes to do it in.

She came to open the shop because she had had enough of the clothes conventionally on offer to larger ladies. Large size certainly is "six foot tall and wide to match" is how she describes herself and has been ever since she was a teenager. "I was always miserable because I couldn't wear what my

friends wore. I had to make do with size 18 cross-overs and Campbell's tents. But though finding the right clothes was certainly a problem a bigger one was my own approach to being large. I kept feeling that my whole life was in waiting for the day I was going to be thin. I found myself refusing invitations because I was on a diet, not having pretty clothes because when the diet worked I was going to be thin.

"The big step is to come to terms with the fact that you are large and tomorrow it isn't going to be any different. Over a year ago I stopped weighing myself. I threw away the bathroom scales. I stopped being obsessed with food and I'm a whole lot happier. I've just accepted the fact that the only way I could ever be slim would be to live on 500 calories a day for the rest of my life and I'm not going to do that. The secret is to accept yourself as you are and make the best of

yourself. Beauty is 70 per cent in the mind."

She believes that the fact that there are very few attractive clothes for larger sizes (despite the fact that it is estimated that about 45 per cent of the female population is a size 16 or over) is the start of a vicious circle—because large people can't get the clothes, they don't feel good, so they lose confidence and so they seem unattractive. She likes to help make the large feel much better about themselves. She makes sure they have personal attention and are made to feel they, too, can look good.

She makes no bones about the fact that her clothes are not cheap—she believes large ladies should wear good materials and soft pliable fabrics like fine cottons, silks and wools. She believes they should be just as adventurous with clothes as anybody else "they're never going to look thin so there's no point in

following all those rules about wearing vertical stripes—they'll just look like fat ladies wearing vertical stripes."

She believes grooming is much more important for them than for their slimmer sisters and as a final warning adds "never squeeze into anything too small—nothing is more fattening."

For those who cannot get along to Monica Flynn's shop or who cannot afford her prices (her clothes are mainly designer clothes from very good continental designers) the news is pretty bleak. Several of the erstwhile better shops catering for larger ladies seem to have gone under recently. There is Magna which aims at a much more middle market and has 115 in-shop departments, including 65 in the Debenhams group.

For those who have very little to spend try perusing the pages of Fashion Extra, Part of Great Universal Stores Mail

Order Catalogue, you can get Fashion Extra free of charge by writing to Fashion Extra, Bridgewater, Manchester M60 4AP (or tel 061-832 3386).

It offers the chance of buying by mail, trying on in the privacy of your own home and sending them back if they don't fit or aren't right. The designs are a mixture—if you look carefully you will see some very attractive leisure wear, sweat shirts, tracksuits and towelling separates, bras which go up to a D cup which is unusual and shoes (another larger person's problem).

Prices are amazingly reasonable—a particularly nice looking striped cotton and polyester shirt dress for just £10.99. Sizes all go up to 26, some up to 30.

Another small, exclusive shop specialising in attractive clothes, mostly in cottons and wools, for larger women is Sassi, at 10A Gecs Court, London W1.

Back stage at the Crown Jewellers

GARRARD, the Crown Jewellers, the shop with the rather daunting portals opening on to 112 Regent Street, London W1, is known, if only by reputation, to most of us. First appointed the Crown Jewellers by Queen Victoria in 1843 it has ever since been entitled to sport that incomparable badge of excellence—"By Royal Appointment" above the door.

Though we all know it as a purveyor of jewellery, silver and clocks of high and exclusive quality, what is perhaps less well-known is that behind those grand doors is a whole host of services that even the most modest of us might wish to take advantage of. Some 400 people work for Garrard behind the scenes, designing, making, repairing and restoring.

If you have a piece of silver that is damaged, a piece of jewellery you want altered, a clock that never seems quite in time, then there is very probably somebody at Garrard's who could put that right.

Let us start with silver. Garrard will polish, repair, match up or design silver. Whether you want a damaged bowl restored or wish to add (as did a recent American customer) to a canteen pieces that match the originals or wish an original item to be made up from scratch, the silver workshops can tackle it all.

When it comes to jewellery a much-valued service is Garrard's willingness to redesign and remake old pieces—all the designs, sketches and castings will be done free of charge, the only charge is for the work. Jewellery can be made up to customers' own specifications and designs or else it can be copied from the old guard books that Garrard still retains. Pearls can be polished and restringed, pieces can be valued and cars (if an appointment is made first) can be pierced. A favourite jewellery item is the

brooches made up in owners' racing colours.

The clock and watch workshop is one of the highest and busiest there is. Whether it is a wristwatch or a grandfather clock, whether you bought it at Carrow or not, there will probably be somebody in the workshop who will be able to put it right.

Finally, if you need engraving of any sort—whether on glass, silver, silver plate or gold, Garrard is expert at the job. Though these may be some of the crafts and skills that we all feared were dying, Garrard reports that some of its craftsmen may be getting on but there seems to be no shortage of young ones eager and anxious to take their place.



George Oliver, a Garrard silversmith, making an octagonal cream jug to match an existing set

TIME TO HIT THE BAY

Children will go wild about this range of bedroom furniture with the Western look. All wood, with painted finish. Brown/Cream. Made in Scotland.
Wells Fargo bunk bed with mattresses, covered in a mixed fibre print material, and ladder. 229 cm long x 76 cm wide x 137 cm high £595
Interest-free Credit £59.50 deposit and 9 monthly payments of £59.50 each. Total credit price £595.
Not shown:
Saloon wardrobe. 2-doored, shelf and hanging rail. 91 cm long x 52 cm deep x 130 cm high £195
Two-drawer chest, with horseshoe handles. 61 cm x 56 cm x 46 cm £145
Shelf unit, decorated with horseshoes and horns. 81 cm x 52 cm x 91 cm £165
Cactus coat stand, painted Green/Brown, 152 cm high £65
Children's Furniture. Third Floor. Carriage free within our van delivery area. INTEREST-FREE CREDIT AGREEMENTS with 10 monthly payments, including deposit, available on many single items over £100; see example above. Ask for written details.



Harrods
Knightsbridge, London SW1X 7NL
01-734 1234

Cannes—the good, the bad and the ugly

The most memorable off-screen image at Cannes last year was that of publicity-spy French director Robert Bresson advancing his head hesitantly towards the Press conference microphone with a series of tiny nervous recoils...

Stroszek. The movie's moot point, as ever with Herr H. is which is madder: "sane" civilisation, about to blow itself apart with bombs, or "irrational" primitivism, whose bizarre gods are merely Peace and Continuity under another name...

member an easier way to the files" he says in voice-over while climbing down a 100-foot rope into the flooded police station vaults. The film is fantastic, funny and eerie. And it's especially welcome in a Cannes which has had more than its share of Good Behaviour movies...



Rupert Everett and Colin Firth in Another Country

On a feudal farmstead in 80s Estramadour, and Theo Angelopoulos's exotic and exhausting Voyage to Cythera from Greece, in which the Hellenic helmer's slow-paced style (cf. The Travelling Players) becomes positively monumental in the tale of a Greek political exile returning home...

high-screen version of Bizet's Carmen—yes, yet another pic about the fatal gypsy—in which Plácido Domingo and Julia Migenes Johnson sing up a siren in dusky-hurled Andalusian locations. Miss Johnson especially, though the sound engineers have had to pull all switches to turn yesterday's Lulu into today's Carmen, is a real screen discovery: sexy, sparkling, human, humorous, and with quicksilver expressions perfectly scaled to the camera's eye...

Haydn's Creation BY DOMINIC GILL

As a coda to his Mozart series at the Barbican with the English Chamber Orchestra, Jeffrey Tate returned on Thursday to direct them, and the Pro Musica Chorus, in a lucid, poetical performance of Haydn's Die Schöpfung. Not even the enthusiastic ministrations of a Klaus Tennstedt who gave Die Schöpfung on the South Bank a few months ago can entirely disguise the fact that between, its many high musical peaks Haydn's most famous oratorio also has its regular lingers...

lighter, more delicate emphasis. Every performance of Die Schöpfung, too, must come to terms with the fact that nothing after the first five minutes even begins to match the visionary promise of the astonishing orchestral introduction; and that the very end of the work—by ignoring the only trace of dramatic irony the text contains in Uriel's last solo words (Bach would never have let such a ripe chance go by)—is dramatically lame, a mere rosacea. Alow.

Lewis's tenor was outstanding, warmly rounded, subtly coloured; he gave his big accompanied recitatives, especially "In vollem Glanze" and "Gott schuf den Menschen", with wonderful buoyancy and vigour. Gwynne Howell was the clear, even-toned bass; soprano Teresa Cahill, not always at her best either in phrasing or intonation, was at her best here, relaxed and forthright. The Pro Musica Chorus, hesitant in the first part, gained in confidence as they sang. By the end Tate seemed tired; I sincerely hope that he won't overdo it, but will conserve his strength for the ECO—for he is without doubt the best conductor they have had in years.

Politics and the day of rest

Another look at It's Your World. Radio 4's Sunday morning international phone-in: this week we had King Hussein of Jordan, and his inquisitors spoke from all over the globe. Very interesting it was, too, though not optimistic about peace in the Middle East. But I can't believe that this is sensible programme-building.

Routine punctuated by Orgies. Orgies of work, naturally, though we heard that his lordship liked to take his staff to meals at the Mirabelle. Lord Rothschild, alas, could not participate, but his successor, Sir Kenneth Berrill, did, and several more members of that exciting body of political philosophers, not to mention some of the distinguished political figures who had to live with them. It was like a contrast between Bartok and Brahms, and my helplessness regarding the Think Tank had been emptied. Peter Hennessy was the chairman.

is an actor with little work and a charming wife (Jennifer Hilary), who receives him with hardly a cross word when 12 years after he left her, he turns up to stay the night. Actually he's a happier staying with Jacqui, a golden-hearted tart, who's involved with rich Sir Marcus Stein, and gets mixed up in some kind of a blackmail plot. It seems promising stuff. The producer is Martin Fisher.

RADIO B. A. YOUNG

The mid Sunday formula ran from The Archers, through Weekend produced by the Woman's Hour unit, who also unexpectedly produce It's Your World. Smash of the Day, The Food Programme, to the news. Last Sunday evening, typically enough, we had 45 minutes from two serials, 45 minutes on exotic gardening and 45 minutes on the Crusades. I know I shall be told that worldwide variations of the clock make it hard to put It's Your World into the evening schedule; but that's clearly where it ought to be where we hear it. Radio 4's increasing devotion to politics happens to be to my taste, but I know I'm in a minority. Sunday morning is Sunday morning, at the centre of our world, our weekend, car-washing, lawn-mowing, gin-and-tonic and sabbath-of-Jahm-wien. Even Parliament isn't sitting, representing a variety of temporary American interiors in which the characters rattle round like a tea set under the explosion. The one pleasure of the production is the recent Academy Award winner Linda Hunt as the playwright's agent, who gruffly but endearingly secures her writer's mortgage payment by getting him to finish what the audience is then forced to sit through.

account of the Ulster strike in 1974 that brought down the current proposals for power-sharing. As if to compensate for such replacement of entertainment by politics, Radio 2 has blossomed out into a six-part serial, Csi, in Order of Disappearance began on Wednesday, and it was easy to see at once that it was an inside job. "What will you have?" "Dry white wine," are the opening lines. The scene is the BBC Club. "He's on the BBC, Rep." "Poor sod." It comes as no surprise that the author, Simon Brett, is a former Light Entertainment producer at the Corporation. The hero, played with much expertise by Francis Matthews, is an actor with little work and a charming wife (Jennifer Hilary), who receives him with hardly a cross word when 12 years after he left her, he turns up to stay the night. Actually he's a happier staying with Jacqui, a golden-hearted tart, who's involved with rich Sir Marcus Stein, and gets mixed up in some kind of a blackmail plot. It seems promising stuff. The producer is Martin Fisher.

There was a good afternoon play on Radio 3 on Tuesday, directed by David Spenser. Hearing that it was about the sinister politics of Chile, and written by two Chilean exiles, I expected something chilling; but no, it was a lightweight thriller about an old man who devotes what should have been a week's holiday in Europe to investigating why his former pupil — he has, former pupil all over the shop — has been arrested, without even a warrant. The old man and the former pupil who helps him were recently played by Alan Dudley and David Timson, and the authors' Chilean names are Carlos Cerda and Omar Saavedra Santos, translated, Margaret Etall. When the Chilean characters talk to one another in English, there seems little reason why the announcements at the airport should have been made in Spanish. At least no one was asked to talk broken English, another director's way of indicating foreignness. At the end of this play, which was called A Thing, a Sicord, in Stone, there was a 40-minute programme about the Society of Authors, which celebrates its centenary this year. I have in decline an interest, saying how well done it was by Derek Parker, and I hope it encouraged recruitment.

The End of the World in New York

an unpleasant arrogance by shifting the focus of the play from East-West blocs to writer's block. The dramatic tension comes from a meretricious little manoeuvre whereby the fictional playwright spends the \$30,000 as soon as he gets it to pay off his mortgage and therefore has to write the play, a far cry from the intentions of the millionaire patron, as played with dignity by Bernard

Hughes. The best that can be said for John Shee as the fictional playwright is that he shares the audience's embarrassment at what he has to perform. From the opening conceit that a playwright is like a detective, Shea talks to the audience standing with his legs far apart, awkwardly lighting a cigarette in a hackneyed Humphrey Bogart gesture. He

goes through the motions of finding out about nuclear war in a boring sleepwalk that, unfortunately does expose the holes in America's nuclear-defence theory (deterrence depends on weapons superiority) and that he has no need to the arms race, but makes the audience cringe at the possibility of sharing any ideas with this jerk. Director Harold Prince ex-

poses his own frustration at the prospect with Clarke Dunham's set consisting of pretty slides representing a variety of temporary American interiors in which the characters rattle round like a tea set under the explosion. The one pleasure of the production is the recent Academy Award winner Linda Hunt as the playwright's agent, who gruffly but endearingly secures her writer's mortgage payment by getting him to finish what the audience is then forced to sit through.

Arthur Kopit, the author of Wings, Indians, and Oh Dad, Poor Dad, Mama's Hung You in the Closet and I'm Feelin' Sad was given \$20,000 to dramatise a millionaire's fears about nuclear holocaust. Kopit had trouble finding anything to dramatise and so, ultimately, made a play about the difficulty of writing about nuclear holocaust. Nuclear holocaust comes in a distant second in what is deadlier about an evening watching End of the World, at the Music Box in New York. Kopit displays

F.T. CROSSWORD PUZZLE NO. 5420

Crossword puzzle grid with numbers 1-31 and some filled-in letters.

Name: Address:

A prize of £10 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by the envelope, sent to the Editor, The Times, 1, Cannon Street, London EC4A 3DF. Winners and solutions will be given next Saturday.

- ACROSS 1 What sort of nose can be treated anew? (2-4) 4 Joyful sounds when artist is lost in orchestral shake-up (8) 9 To equip Merchant Navy with missiles, etc., wealth is needed (6) 10 Nursery beef-stealer? (8) 12 Not cracked in this context (8) 13 Fruit from Ohio mountains (6) 15 All hands boasted their superiority (4) 16 eg. B (6) and A (in chopped mint) (7) 20 Arnold Bennett's card with energy for organised system (7) 21 This spy does not look well (4) 25 Spenser to get Max cut out of broken birdcase (6) 26 Enquiry agents, of course (8) 27 Function of peacemaker is not at risk (8) 29 Endless hard work at number ten? Some people just sit in it! (6) 30 Single journeys in them capital loss in France (8) 31 Breathe with difficulty and gag (6) 3 Fool — old one, perhaps (6) 5 Spurt for a rad (4) 6 Hold back — classic thing in the 8-47 (8) 7 Plural concomitants of 13, as answers? (6) 8 Man rose and transgressed (6) 11 In France I joined mixed choir — its walls suffered (7) 14 Periodical spreading a net for a tycoon (7) 17 One of those who walked on air? (8) 18 Food in cans (8) 19 SFN got me treated for a carbuncle, for example (8) 22 End of part of sentence (8) 23 Crown of India demolished here (6) 24 Flood of spinners on lookout for cloth-sample (6) 27 Sure sign of a good swimmer (4)

Small crossword puzzle grid with numbers 1-14.

Indicates programme in black and white

- BBC 1 6.20-8.25 am Open University. 8.45 The Saturday Picture Show. 11.00 Cup Final Grandstand, including 1.00 pm News. Live from Wembley, coverage of the build-up, the whole match, the celebration and the re-broadcast of the FA Cup Final between Watford and Everton. Match commentary begins at 3.00. Racing from Newbury at 12.00 and 12.30. 5.15 The Pook Panther Show. 5.25 News. 5.45 Regional Variations. 5.50 Autumn. 6.40 The Saturday Film: "The Last World" starring Michael Kenna, Claude Rains and Fernando Lamas. 8.15 The Val Donalun Music Show. 9.00 Layney and Lacey. 9.30 News and Sport. 10.05 Match of the Day. Jimmy Hill introduces highlights of the FA Cup Final between Everton and Watford. 10.55 Saturday Late Film: "Clato's Land" starring Charles Bronson, Jack Palance and Richard Basehart. REGIONAL VARIATIONS — Wales—5.45-5.50 pm Sports News Wales. Scotland—10.57 am Film: "The Prodigal Grand Prix" 12.30 pm Blue Thunder. 1.10 pm Cup Final. First visit to Hampden Park—less than two hours before the kick-off between Celtic and Aberdeen. 1.15 World Championship Snooker. Highlights from the climax of the recent Embassy World Professional Snooker Championship between Steve Davis and Jimmy White. 1.45 Cup Final II: Further reports from Hampden Park. 1.50 Supersport. 2.30 Cup Final Sportsweek: Live from Hampden Park, coverage of the build-up, the whole match, the presentation and the celebrations of the 99th Scottish Cup Final, between Celtic and Aberdeen plus highlights of the FA Cup Final at Wembley between Everton and Watford. 5.45-5.50 Scoreboard. 10.05-10.55 Cup Final Sportsweek. Northern Ireland—5.45-5.50 pm Northern Ireland News and Sport. 12.30 am Northern Ireland News Headlines. England—5.45-5.50 pm London —Sport: South-West (Plymouth)

- LONDON 6.25 am TV-20 Breakfast Programme. 9.25 No 73. 11.00 World of Sport—FA Cup Final Special Welcome to Wembley—Dickie Davies sets the scene. 1.05 Meet the Managers—live link-up with Brian Moore, Howard Kendall and Graham Taylor. 11.15 Darts—The Holstein Final Championship Super-challenge from Portobello Town Hall, Edinburgh; 11.40 Eliot's Journey; 11.50 Tarby's Celebrity Party; 12.00 Jo—the Ball with Ian St John and Jimmy Greaves; 12.35 pm Tarby's Celebrity Party; 12.35 News followed by Australian Pools Check; 12.40 Wrestling; 1.00 Wembley '84—the teams head for Wembley Stadium; 2.15 Darts—The Holstein Pils World Championship Super-challenge; 2.35 Wembley '84; 2.45 Abide with Me; 2.50 Here They Come; 3.00 Kick-off—uninterrupted coverage by Brian Moore with Ron Aikinann; 3.45 Half-time with Ian St John and Jimmy Greaves; 3.55 Second Half; 4.40 Final Whistle. 5.10 News. 5.20 Clash of the Monsters. 6.00 The Grumbleweeds Radio Show. 6.30 Robin of Sherwood. 7.30 Just Amazing! 8.15 The Price is Right. 9.15 T. J. Hooker. 10.15 News. 10.30 Tales of the Unexpected. 11.00 Alfresco.

SOLUTION AND WINNERS OF PUZZLE NO. 5414 Mrs J. F. Green, 14, Dolkeith Court, Vincent Street, London, NW1. Mr J. Smith, 96, Brookhurst Road, Bromborough, Wirroll, Merseyside. Air Commodore W. Lloyd-Jones, Wenderoc, Welsh Walls, Gwent, Shropshire.

London News Headlines followed by The Irish RM.

- 12.30 am Life in the Fast Lane and Night Thoughts with Rex Weyhe. (In the event of extra time being played in the FA Cup Final, scheduling will be as follows: 5.30 pm News and 6.00 The Grumbleweeds Radio Show.) CHANNEL 4 2.00 pm Manseape. 2.30 "The Fleehing Sullivans." 4.35 Buffalo Bill. 5.05 Bronkside. 6.00 Eor Say. 7.00 News Summary followed by Seven Days. 7.30 Union World: An in-depth examination of the issues behind the wave of selected teachers' strikes, including a report from the Secretary of the Educational Secretary Sir Keith Joseph. 8.00 "Cervantes." 9.00 The Avengers. 10.00 Bacchanal. 10.50 Who Dares Wins... A Ticket for the Cup Final. 11.30 Mr Mint's Last Warning: starring Peter Lurie, with John Carradine, George Sanders and Robert Coote. SAC WALES 1.05 pm A Week in Politics. 1.45 Bacchanal. 2.40 Cwpa. 3.40 Degr. 4.45 Carroons. 5.05 Yr Awr Fawr. 6.05 The Swires. 7.00 The World. 7.30 Newyddion. 7.45 Meror. 8.15 Stryd. 8.45 Arolwg. 9.15 Fel-Drwydd. 9.45 Sunwwe. 10.40 It Takes a Woman Man. 11.10 Cwrteddi '84. 11.20 Feature Film: Cwrteddi. REGIONS 18A Regions as London except at the following times: CENTRAL 11.30 pm Superstars of Music: Games in America. GRANADA 11.30 pm The Late Film—George C. Scott and Stacy Keach in "The New Centurions." HTV 10.58 pm HTV News. 11.30 pm The Saturday. SCOTTISH 9.25 am Spasme Street. 10.25 Happy Day. 10.50 Chips. 11.45 Scotland's Final Social—Aberdeen v Celtic. 11.55 Glen Michael's Cup Final. 12.15 pm 10-to-100 Bowling. 12.25 News. 12.40 Scotland Quiz Final. 1.10 The Holstein Pils World Championship Superchallenge. 1.30 Indoor Bowling. 1.50 Wrestling. 2.10 Oars. 2.25 Cup Final Preview. 2.50 The Big Match. 3.45 Half-Time. 4.00 The Second Half. 4.45 Final Whistle and Presentations. 11.30 Late Call. 11.35 Castellania. TSW 9.25 am The Wonderful Stories of Professor Kizel. 9.30 Freeze Frame. 10.27 Gus Honeyburn's Magic Birthdays. 10.30 The Magic Micro Mission. 10.57 NSW Regional News. 5.20 pm NSW Regional News. 5.22 Celtic of the Monsters. 11.30 Music Special—Kris Kristofferson and The Grapes of Wrath. 11.30 South West weather. TVS 11.30 pm Jazz: Benny Carter. 12.00 Comedy Tonight. 12.30 am Company. YORKSHIRE 9.25 am Regional weather forecast. 11.30 pm Lou Grant. RADIO 1 3.00 am Tony Blackburn's Saturday Show. 10.00 Dave Lee Travis with the Radio 1 Roadshow at the Twickenham May Fair. 1.00 pm Wols' "The Gipsy" 1.51 2.00 Paul Gambaccini (S). 4.00 Saturday Live (S). 6.30 in Concert (S). 7.30 Jemima Long with sessions from

The Pre-Raphaelites 7 March-28 May Sponsored by Pearson. Hunt's symbolic realism, Millais' mood-painting, Rossetti's cult of feminine beauty, Burne-Jones's musical and romantic dreams — what group of British painters can match them? Tate Gallery Millbank, London SW1. Admission £2 Monday-Saturday 10-5.30 Sunday 2-5.30. Closed 20 April and 7 May. Recorded information: 01-621 7128.

MUSICIANS BENEVOLENT FUND. Musical life in Britain has been one of its glories in recent years. The vitality of this life depends upon the dedication and enthusiasm of thousands of musicians who work long and arduous days under conditions which are far from ideal. Furthermore, many have worked so hard for the benefit of all that themselves poorly provided for. The Musicians Benevolent Fund does invaluable work in helping to relieve distress. Vladimir Ashkenazy.

Handwritten signature or text at the bottom of the page.

LEISURE

RA Summer Exhibition: William Packer meditates on the canvases

Pot luck at Burlington House

WHETHER IT is the Private View itself, or Varnishing Day, or the Banquet that marks the precise moment, one way or another it is the Summer Show of the Royal Academy that is held by custom to bring in the London Season, first stop in a gazetteer that will take us on through Eton, Ascot, Henley, Wimbledon and Lords, at last to Goodwood.

Still, as ever, the Academy fixes the popular imagination in an oddly powerful grip, as though what it does in its summer term is somehow un-expected, eccentric, bizarre. We should be forgiven for assuming that we had grown used to it by now: but no. In come the television crews, with their unerring nose for human interest and eyes blind to quality, minds closed in the thought that artists are normal people, that to send work in to the jury is no more than a reasonable professional hope against the statistical probability of disappointment.

But such lofty disdain is all very well, yet hardly becoming when critics are not always inclined to be rational, or objective, or fair. "Isn't it terrible?" we splutter into our phones: "Have you seen Gallery V this year? What a mess. What can the Academy be thinking of? There must be more in British Art than this." Yes indeed, perhaps there is; and sometimes we are quite right to be so cross, but too often we betray incomprehension in indignation. The real question to ask ourselves is simple enough: there have been 215 Summer Shows before, and we know the form, so really what should we expect? To condemn the Summer Show for not being something it could never be is implicitly to propose not its reform but abolition.

Taking the Academy rather as it is, and as it has in essence always been, there are things to be done, and things to say. And at 175th works on show, this year's exhibition is larger than it has ever been,



Professor Carel Weight by Ruskin Spear

and too large at that, especially so given a submission of 12,139 which is a little down on recent years. All open exhibitions are the creatures of their submission and no hanging committee, however judicious and discriminating it may be, can hang masterpieces it does not see. We may regret their absence too, but no more than does the Academy itself, and there is no case for particular blame. Responsibility, and praise, and blame, lie rather with what is chosen; and here too we can say at once that of course there are some fairly dreadful things on the walls and floors of Burlington House.

But again we must face the question: what do we expect? To reduce the submission by a ratio of 1:7, given the sheer scale of the exercise, inevitably bespeaks a certain arbitrariness in a collective judgment, a judgment much tempered by the luck of the draw and personal idiosyncrasy. Summers and winters, in a Scotch artist's friend's happy phrase, abound; and a great many of them have been concentrated, by what I

understand to be particular decision, in Gallery V. But then again, by those private processes of the Academy by which individual members of the jury, or pairs at most, take over several rooms to be hung at their discretion from the preliminary selection (4,718 this year), that same luck and idiosyncrasy have thrown up as distinguished and well-hung a room of prints as I can remember at a Summer Show (Gallery X), and a most acceptable choice of drawings and water-colours (Large South Room).

My overall impression of the Academy this year is that it is quieter, less strident perhaps than it has sometimes been, and certainly uncontroversial; which is not to say it is boring or at best undistinguished. Rather it is that the treats must be worked for and searched out, which is a requirement given emphasis by the mass of smaller works that makes up the unprecedented total. Should the trend continue, the Academy will need to use more

of its galleries before too long — the Diploma Galleries perhaps, boldly sign-posted to encourage the ascent, or the large back room now occupied by the Orientalists.

To try to mark your card, given so large a field, is an exercise as pointless as it is invidious. All I will say is that the Academy continues sensibly to strengthen itself: the election of R. B. Kitaj and Tom Phillips as Associates will scarcely hinder this process. It is now no inconsiderable body of artists, and I do suggest you look closely at the members' work, which represents an extraordinarily wide range of activity and achievement and sets the tone of the show.

I give a few names at random: Paolozzi, Adams, Greenham, Tindle, de Grey, Blamey, Kenny, Stevens, Bovey, Philipson, Weight, Lawson, Camp, and of course I could go on. And of those members who died recently, and are given the customary memorial display, I would point you particularly to the work of William Brooker in Gallery I, and to the bronze by the late Hon R. A. Joan Miro, in the Central Hall.

But it is not an exclusive show for members only, so here are a few of the outsiders to notice: prints by Ackroyd, Fairclough, Beer, Riiss, Valerie Thornton, Joanna Wright, Myra Clark, Peter Freeth and Harry Brockway; a church tower and trees in bronze by Kenneth Ford, and a little bronze totem by Ainslie Yule; paintings by Eileen Cooper, Barbara Rae, Deirdre Edwards and Rachel Budd in Gallery VIII; a portrait by Haidee Becker in Gallery XI; paintings by Honston, Robertson and Evans in Gallery IV; by Brian Peacock and Elinor Bellingham Smith in Gallery III; water-colours by Fuller, Chamberlain, Carol Sutherland and two tiny ones at the foot of a screen, by John Kimpton and Janet Rogers, all in the Large South Room.



'Ruth' by Norman Blamey R.A.

FA Cup Final

Trevor Bailey comes down on the side of Everton

If only both could win

I HAVE NEVER been emotionally involved in any of the 25 cup finals I have covered, as my club Southend United, who have just sunk almost without trace into the fourth division, have never made a serious impression. On the other hand, although technically neutral, I have until this year always had a preference for one of the teams. Like QPR or Southampton they might have been the underdogs. Or they could have been like Spurs whose style of play had given me so much pleasure or like Manchester United in 1977 having lost in the previous year.

In seven eventful years Watford have climbed from the backwaters of the fourth division into the first, with a brand of football, which has some limitations but has brought them considerable success, finishing second in the first division last season, and now reaching the FA Cup Final for the first time in their history. The remarkable transformation from a league non-entity to a cup finalist has been made feasible through the financial support provided by their chairman, Elton John. He also appreciated that success on the pitch required a good team off the field, as well as on it, and he certainly picked a talented one, an efficient, shrewd and sensible manager, Graham Taylor, and a highly professional Chief Executive Eddie Plumley, plus the advice and experience of Bertie Mee in the background.

When England won the World Cup back in the middle 60s, using a basic four-three-three formation, it was inevitable that most league clubs, not exactly famous for their imagination, would copy the method while Sir Alf Ramsey's next innovation, the four-four-two system with its greater emphasis on defence has proved even more popular.

For more than a decade Everton have been overshadowed by their next door neighbours, and even though they are in the final Liverpool are close to an incredible treble; the European Cup, the Milk Cup and First Division champions, for the third time on the trot.

In addition up front, Andy Gray will nuzzle away at everybody including the referee and his enthusiastic persistency makes him a continual threat. Although it is unlikely because too much is at stake, plus the inexperience of Watford, and Everton's fear of losing another final, it could be a spectacular match if both teams hit their top form. This clash reminds me of a contest between a fighter with a knock-out punch who must land it early to win, and a very fit boxer who will triumph if the fight goes the full distance. Unless Watford score once or possibly twice in the opening 30 minutes I must fancy the more continuous pressure which Everton are likely to exert and which should earn them the Cup.

The Chelsea Flower Show: A fine spring has produced a fine show. Arthur Hellyer reports

Back to the real problems of the practical gardener

IT IS CHELSEA time again. The great spring show of the Royal Horticultural Society opens next Tuesday for private viewing by members and on Wednesday, Thursday and Friday will be open to the public. Opening time each day is 8 am and the thing was ready on cue for the Queen's opening.

All the omens are good. The spring shows held by the RHS in its Westminster exhibition halls have been well filled and of first rate quality: the Harrogate Spring Show, held a month ahead of Chelsea, broke all records for numbers of entries, and the Liverpool International Garden Festival got off in a flying start on May 2 when every thing was ready on cue for the Queen's opening.

At Chelsea it is heartening to see the way in which gardens are becoming much more varied and are tackling real problems faced by garden owners today. The difficulty of expense, which at one time threatened any experiment with new ideas, has been overcome by finding sponsors such as the Halifax Building Society, which this year has engaged those two very original young designers Geoff and Faith Whitten to make a city garden.

This is small enough to be a back yard yet they have transformed it into a fascinating oasis of small trees and shrubs specially chosen by Roy Lancaster as being tolerant of city conditions. These are underplanted with both spring and summer flowering bulbs which could be left undisturbed for

years so that the whole garden becomes self-supporting and requires a minimum of maintenance and renewal. Some plants are growing in weather-proof earthenware planters made in China at the Hising pottery and finished in sculptured natural clay ornamentation or a deep blue glaze.

Then there are the three tiny Sunday Times gardens each made on a plot 12 feet deep and 16 feet wide and representing the little plots commonly found in front of terrace houses. A design competition was held and these are the three winners. The first, designed by David Mills, makes use of raised beds filled with flowers; the second, by Lynne Jenner, is covered by gravel for low maintenance and plants have been chosen to grow in this; and the third, by Richard Baker, achieves the same aim of hard wear and low maintenance by paving the area with quarry tiles but leaving room for a few carefully chosen plants.

Also novel is the use, in a Daily Telegraph/Sunday Telegraph competition winning garden, of a perenna with removable canopy. This covers a paved terrace and pool which leads to a lawn surrounded by shrub and herbaceous borders. The design is angular, the planting generous and softening, contrasts which Luytens and Jekyll frequently used when they collaborated in garden making during the first decade of this century.

Woolworth have used one of the sloping plots on the famous



Getting ready for Tuesday's opening

Embankment site to create a traditional English garden measuring 45 feet by 35 feet. There is a raised pool contained by a brick seat and a path which curves upwards beside a lawn to reach a garden house which is both utilitarian and a focal point at the end of the garden. There are well-planted retaining walls and the aim is to mask the severe rectangularity of the plot.

Amateur Gardening celebrated its centenary on May 3 and has made a Victorian garden that would have delighted its first editor, Shirley Hibberd. It is an example of what garden historians call the "gardenesque," a style that led the 19th century revolt against 18th century landscape gardening which had banished most flowering plants to the kitchen garden. The philosophy behind this green, Bressingham blue is not

new but is a magnificent form of *H. strobilata* with large blue-green leaves.

Notcutt's Nurseries have been inspired by the famous labourer walk at Bodnant to create a tunnel of golden bloom as a major feature of their large exhibit of trees, shrubs, climbing plants and roses. This includes numerous varieties of lilac, of which Norcutt have an unrivalled collection, and also many of the new dwarf rhododendrons obtained by using Rhododendron yakushimanum as a parent.

Hursts, the wholesale seed firm based in Essex, have combined with Slough Borough Council to make one of the big spectacles for which Chelsea is famous. A major feature of this is a new compact cotelet with deep red markings raised by Hurst and named Xenia Field. The pale yellow *Salpiglossis Monarch* Mixed is also prominent in this display.

Van Tubergen have excelled even their own high standards by bringing over 300 varieties of bulbs, 40 of which were either raised or introduced by the firm. The exhibit includes a scarce variety of the little Tulipa batallini named Bronze Charm, the splendid pink trumpet *deffodil Salmon Trout* and a comprehensive collection of colour forms of *Anemone blanda*, some which are seldom seen in gardens or at flower shows.

As usual the great marquee will be packed with exhibits, some spectacular, some filled with unusual plants. I shall look with special interest at a big collection of hostas staged by Bressingham Gardens in a large exhibit combining dwarf conifers and other small shrubs and herbaceous perennials. *Hosta ventricosa* Gold Flush has glossy green leaves suffused with yellow; Gold Edger has not got a yellow edge to its leaves as you might suppose but is yellowish green all over and so neat in habit that it is useful for edging; Gold Standard has yellow leaves edged with dark green. The philosophy behind this green, Bressingham blue is not

new but is a magnificent form of *H. strobilata* with large blue-green leaves.

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1983 looks to be a good year for claret

FOUR EXCEPTIONAL claret tastings have taken place in London recently, representing the 1983, 1981 and 1955 vintages. Although they did not take place in that order, since it is customary to taste in historical order with the youngest first, I start with 1983, it is the latest vintage in which a great deal of interest has been expressed, partly because it succeeded the record 1982, one, partly because it was so large itself and has resulted in some contradictory pronouncements.

It is impossible in Clive even ex-chateau prices, for as I write a number have not come out, but from those that have, including Lafite and Mouton-Rothschild, it is clear that they will be about the same as for the 1982s, some a little more. The Bordeaux list will claim that owing to inflation this is in fact a reduction. Others aware of the size of the 1982 crop—only about 10 per cent less than the huge 1982 vintage—may be disappointed. There is, however, no doubt about the overall good quality of the year, and the question most widely asked is whether the customers will buy or postpone the third good vintage in a row.

shire, who also showed some earlier vintages. Together they offered about 55 wines. As the Thurman Hunt list was much the shorter—nine wines—and generally of less expensive wines, they can be mentioned first.

On the whole the lesser wines seemed to lack some colour and body and this applied at the Johnston tasting too. One I particularly liked in the former list was the excellent Bas-Médoc, Paschac d'Aux with good colour and fruit, whereas its neighbour La Tour-de-By was closed up and hard, but may well develop later. Cask samples are not all that reliable. Then came Andreon Blanquet, a less tough than usual St-Estéphe.

WINES
EDMUND PENNINGTON-ROWSELL



almond bouquet and if pale was fruity, while the usually excellent Bas-Médoc Potensac was much fuller-coloured, but very closed-up with little aroma. A good cru bourgeois, with oak aroma and plenty of fruit was La Bégorce Zédé from Margaux, while two second wines, Lacoste-Borie of Ducru-Beaucillon and Clos du Marquis of Léoville-Las-Cases, were very well balanced and should be very good value when the prices emerge.

was Léoville-Poyferré, which after making indifferent wine for many years, has recently "rejoined" its second-growth status. Its fellow St-Julien, Léoville-Las-Cases and Ducru-Beaucillon had more character and I thought the former had greater depth of flavour.

For me the best wine of all in the tasting was the huge, coloured Pichon-Lalande, with lovely blackcurrant bouquet, and a strong but elegant flavour. Another Pauillac in the front rank was Grand-Puy-Lacoste, big in colour, rich in flavour, while Lynch-Bages was up to its normal big "size". So, too, was Cos d'Estournel, though not so prominent, characterised as in 1982. The six St-Estimens were sound, but did not seem very exciting, except Figeac, very big-coloured and a mouthful of flavour from château that nearly always produces a distinctive wine.

CORRECTION

Farm rates

In our explanation of the rating system last week we inadvertently included farmers' homes along with all other farm buildings as being exempt from rates. In fact, the portion of the buildings in which the farmers live are subject to rates. But they are "sympathetically" rated by the valuation officer who does not apply a full market rental valuation on the grounds that farm property would serve a much lower rent than normal domestic residences. All the rest of their non-residential buildings and all their land are exempt.

Agriculture and industry were completely derated in 1929. In 1952 industry in England and Wales was fully re-rated but Scotland and industry was only half rated and agriculture remained exempt. The Layfield Committee on Local Government Finance in 1976 recommended that agriculture should be rated as all other industry but the Government has recently stated its intention to allow the exemption to continue.

BURKE'S PEERAGE
His listing in Burke's Peerage last year was in error.
Burke's Peerage Publications announce the publication of their up-dated Peerage in Spring 1983, with vital new appendices and comprehensive cross reference systems added. Advertising by invitation only. Registration and order forms dispatched and May for completion end July. Pre-publication price £60.00. Enquiries to Peter Townend, Dept G, 1 Hay Hill, London, W1.
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Saturday May 19 1984

CONTINENTAL ILLINOIS' FUTURE

The rumours that wouldn't die

By David Lascelles in London and William Hall in New York

The familiar nightmares

THE OMINOUS disturbances we discussed last week have emerged into daylight since then, and their causes are familiar: as with other midnight noises, they seem less alarming once they can be assigned to a familiar cause. Financial strain has finally pushed Continental Illinois, once reputed to be the most conservatively-managed of America's big banks, into the rescuing arms of the Fed.

Bank shares have fallen worldwide, as markets remember that bank assets are not always what they seem; but we really knew that all along. The rise in U.S. interest rates, which is causing the general sense of overstrain, led to some blunt, unconstructive language at the OECD meeting in Paris, but that is no surprise either.

Meanwhile, alas, these tenuous worries have been overshadowed by some very real ones. In the Gulf the combatants in a seemingly endless, irrational war have suddenly taken to sinking neutral ships, and raised the possibility of a fourth oil shock, to put it no higher. In such circumstances it is no help at all that the superpowers are barely on speaking terms. If the crisis develops, it could raise some searching questions about President Ronald Reagan's confrontational style of foreign policy. The financial markets, which fear the unknown more than any known menace, do not like any threat to the President.

High risk

At home, too, some familiar skeletons have been rattling their chains. Output is down, public sector borrowing last month was far higher than even the pessimists had feared, and the last trade figures were terrible. Against this background even the sharp recovery in retail sales can be interpreted as bad news. It has all been altogether too much for the gilt market, despite the renewed strength of sterling (for the Equities too have been weaker than the indices suggest, with oil and BTR bucking the trends).

Cool analysis is only of limited help in responding to the more alarming of these developments. We live in a high risk world, and Iran and Iraq seem a good deal less likely to be guided by a rational assessment of their own interests than, say, Mr Arthur Scargill. The one limited comfort here is to remember first that nobody apart from the combatants has any interest in anything except restoring normality—the risks are too high and the rewards too low to justify any attempt, even by the least well-intentioned, to

A BANK, they say, is like an upside down pyramid: a majestic act of gravity defiance, just so long as the air is still.

Unfortunately for Continental Illinois, the U.S.'s ninth largest bank, it was not just a breeze but a positive gale of bad news that bit it this week, forcing the U.S. authorities and fellow banks to mount the largest rescue operation ever seen: \$7.5bn package of loans and new capital, plus a pledge by the Federal Reserve to stand by the bank until it can sort itself out.

This is more than double what the world's big banks will have to put up this year to bail out Mexico, one of the largest of the Third World debtors which—ironically—was supposed to pose the gravest threat to the world banking system.

But it seems to have worked. The devastating rumours that triggered a massive run on Continental have died down, bank shares which slumped on stock markets all round the world have steadied, and—most important of all—Continental's doors are still open.

Nonetheless, if the banking world has escaped what would undoubtedly have been one of the worst financial shocks since the war, the saga of Continental is far from over.

Continental's ultimate fate has yet to be decided: it may never survive the damage done to its image and balance-sheet in the last few days and may have to be broken up or merged.

Several questions also need to be answered:

● How did Continental, only five years ago considered to be among the best-run banks in the U.S., come to be a stretcher case?

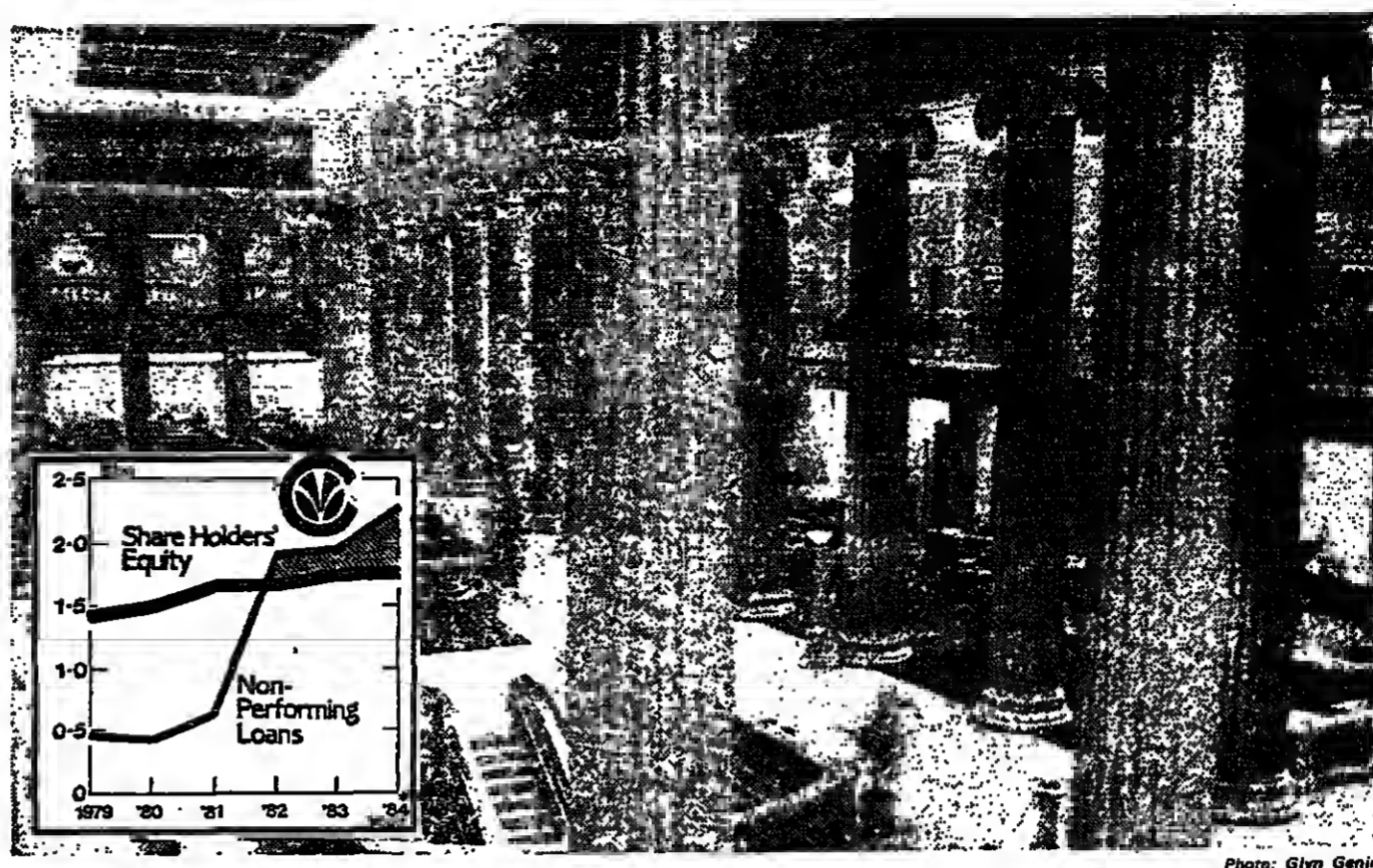
● Could the crisis have been averted by more decisive action on the part of the U.S. authorities?

● Does the fact that the Fed stepped in mean that it will necessarily rescue any other big bank that gets into trouble?

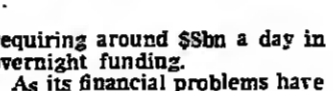
The crisis has its roots in the huge losses Continental suffered in the summer of 1982 through the collapse of Penn Square, the Oklahoma bank through which it had made several billion dollars' worth of bad energy loans.

For other banks, but Continental never properly checked their quality. That not only shattered the bank's quality image but left it struggling to repair the damage.

Continental is more vulnerable than most banks to a loss of confidence, a fact U.S. bank regulators have been uneasily aware of for some time. Barred by local Illinois laws from operating a large network of retail bank branches, it has always been heavily reliant on the volatile wholesale money markets for funds. Bankers refer to its as a "purchased money bank". Instead of having the cushion of a relatively stable retail deposit base to finance its operations, like the UK clearing banks, Continental Illinois is always in the market for funds,



Continental Illinois' neo-classical Chicago headquarters



requiring around \$5bn a day in overnight funding.

As its financial problems have mounted, it has turned increasingly to the overseas markets for funds and by the end of March some \$13bn of its \$28bn of deposits was being raised through Continental's network of overseas offices in the world's major financial centres.

As long as Continental could retain the confidence of the international banking community all was well. But last week that confidence cracked.

Rumours — strenuously denied by Continental — began

The mounting crisis showed the awesome power of rumour

to circulate of deeper troubles, which frightened off depositors, and sparked off what all bankers dread most — a run on the bank.

Each day, hundreds of millions of dollars, on bad days billions, had to be paid out to depositors. In London, where Continental funds itself heavily because of its difficulties on the U.S. market, \$3bn in deposits matured this week, and the bank could only persuade depositors to "roll over" or re-deposit \$500m of it. The \$2.5bn shortfall had to be funded by a rescue package.

Corporate customers also asked to "break" deposits — withdraw them early. Continental felt obliged to honour these requests because to refuse would only have made things worse. According to Mr David

Taylor, the chairman, the bank lost a total \$6bn before the haemorrhaging was staunch.

The mounting crisis showed the awesome power of rumours. The bank's first mistake may have been to comment on them at all. What was disturbing, though, is that they refused to die down even after Mr Todd Conover, the Comptroller of the Currency and the top U.S. bank regulator, said they were groundless.

With hindsight it might have been better if a firm statement of support had come early on from the highest level — Mr Paul Volcker, the chairman of the Fed. Not only is he a more powerful figure than Mr Conover, the Fed also has billions of dollars to throw at bank crises which the Comptroller does not.

However, it appears that Mr Volcker felt the traditional reluctance of U.S. government officials to involve themselves in the private sector. Bailing out banks is not only highly unpopular politically, but can set dangerous precedents.

The first aid package of \$4.6bn arranged solely by banks last Monday did not work. On Thursday the Fed had to come to the rescue with a much bigger package that firmly establishes the Fed as the bank's saviour as well as supervisor.

The threat of Continental's outright collapse was particularly worrying because of the delicate state of the international banking system: the LDC debt mountain, and the recent rise in interest rates, were both adding to the strains.

The international dimension to the crisis was highlighted when the Bundesbank felt obliged to deny rumours that

it had withdrawn deposits from Continental — again an unusual public statement.

The Bank of England never commented publicly, but Continental officials at their London branch are understood to have been in daily contact.

Had Continental's local difficulties got much worse, the Bank could have been forced to act. Under the Basic Concordat which sets out the role of international bank supervisors; the UK authorities are responsible for the liquidity of Continental's merchant bank in London, Continental Illinois Ltd, which is a UK bank, Continental's Bankers branch in London, though, is the responsibility of the U.S.

The delicate threads that hold the international banking network together would have been broken if Continental had been unable to repay deposits placed with it by other banks.

But the crisis was infectious in other ways, not least by forcing up interest rates in the markets where banks fund themselves.

The Fed will be keen, of course, to quell the idea that the rescue sets a precedent for all banks that get into trouble; it believes, like most regulators, that the market provides the best discipline. The crisis has come at a time when the whole banking system is vulnerable, so it can argue that the case is exceptional.

Even so, the action has confirmed — if indeed there was ever any doubt — that the U.S. will never allow its big banks to fail, though that is not to say that shareholders will not suffer, as Continental's must be regretting today.

Another lesson from the crisis is that the basic strength of a bank counts for little

when the crunch comes. Despite its billions of poor quality loans, Continental is one of the better capitalised large U.S. banks: dollar for dollar it has a stronger underpinning than most of the big names like Citicorp, Chase Manhattan, and Bank of America.

But depositors do not look at these figures when panic develops: they just want their money back. Even now, shored up by the Fed, Continental's capital strength is little consolation.

But what kind of future does Continental have? Mr Taylor

The Fed can expect criticism over its role in the affair

has said he is looking for a merger partner, but this is not the only possibility.

Traditionally, the U.S. authorities have preferred to keep an ailing bank alive by merging it into a healthy one, and this may well be the outcome they want for Continental. But since the Chicago bank is bigger than all the other U.S. banks ever rescued put together, the task of finding a partner is daunting.

Within the U.S., obvious candidates like Citicorp, Bank of America and Manufacturers Hanover Trust have their hands full with recent large acquisitions of their own. Anyway, Continental's business overlaps with theirs, and a lot of it would be duplicated. Which is why speculation focuses mainly on foreign banks who might see

this as an opportunity to pick up a large banking business on the cheap, despite the ill-starred Crocker acquisition by Midland Bank. The French and Japanese, who have relatively small U.S. businesses, might be interested. The British are already there, and the German banks have scaled back their international ambitions.

Whoever buys Continental — and it could be a non-bank such as an insurance company — would be in a strong negotiating position, but would also have to have the stomach for the largest banking transaction ever recorded.

But there are less obvious and more intriguing possibilities too.

Continental Illinois is loosely referred to as a bank, but it is in fact a holding company with several subsidiaries of which the bank is only one, though by far the largest.

The rescue package supports only the bank, which opens up the possibility that the rest could be hived off. The bank could be sold to a venture capital company, a real estate company and the London merchant bank — the makings some people think of a highly entrepreneurial group with a strong chance of success.

Another alternative would be to pack all the bank's non-performing loans — \$2bn worth — into a separate subsidiary and purge the Continental of its problems. That way, the subsidiary would become a high risk investment for people willing to gamble on the future of ailing companies and debilitated LDCs.

Yet another possibility might be management buy-outs of the more visible bits of the group, which would enable Continental to realise some capital. There are people within the bank, it seems, who view Continental's predicament as an opportunity rather than a disaster.

But though the Fed has promised help as long as it is needed to work something out, time may not be on Continental's side. As this week's rumours showed, there will be constant speculation about the commercial bank's readiness to live up to their part of the package, particularly if Continental's borrowing needs do not ease off quickly.

The Fed may also come under growing political criticism for its role in the affair, and may find it hard to justify pouring money into Continental once the sense of immediate crisis begins to evaporate. Neither the Fed nor the banking industry can claim to have an impressive following in Congress.

Bankers at Continental are mounting a big campaign to persuade their clients that they are not about to pull out of the loan business.

Mr Jean-Louis Recoussigne, head of the European area, claimed last night that business "has held on surprisingly well", and he hoped the rescue package would enable his bank to clean up its balance sheet more quickly. The next few weeks will show whether these hopes will be realised.

Trade union objectives

From Mr A. Smithers

Sir,—In view of the many claims by unions for special rights and privileges it should be remembered that trade unions are private organisations of various sizes, created and financed by their members and exist solely for the benefit of their members.

They are in no way part of the Government. They are not, and cannot be expected to be, in the slightest way responsible for the state of the economy or the prosperity of the country. The reason for their existence is to fight and fight for more and more, for ever and ever, for their members.

Any trade union leader that ever puts the country or the economy before his members' interests could be, and should be, removed from office. That is not his job, he is not paid to work for the Government. When they strike they usually boast daily of the havoc and destruction their action is having on their industry or the economy.

The objectives of trade unions are profitable and almost solely selfish. We must never forget this.

A. F. Smithers,
39-41, New Broad Street, EC2.

Elderly owner occupiers

From Mrs E. Caulcott

Sir,—In writing of the financial problems of Miss Saltwater (May 2) Arthur Sandles enters a field which can only become of increasing importance. It is abundantly clear from extrapolation of existing statistical information that the elderly owner occupier is one of a growing group, and a group containing some of the lowest income households.

The retired couple or single person may fully own their home, but hardly be able to live there. Trading down may be a practicable solution because many owner occupiers let their property deteriorate before facing up to the real problems of reduced income, quite apart from the high costs of moving. The commercial schemes as well as having the disadvantages described by Arthur Sandles, are only possible at ages well over normal retirement. They are no use at all for those whose marginal income comes from social security.

The plea in the article on Miss Saltwater is for the impoverished elderly to discuss their financial problems with other members of the family from whom help could be forthcoming if capital were available.

May I offer one possible solu-

Georgetown defence force quiet

From the Guyana High Commissioner

Sir,—Hugh O'Shaughnessy writes (May 15) that unrest is reported from Georgetown among the Guyana defence force.

I have recently returned from Georgetown after intensive and substantial consultations during which I met with senior officials of the Guyana defence force. There is absolutely no truth to this claim about unrest in the defence force. Neither did the correspondent advance any evidence.

Apart from other claims, there are also errors of facts. Hamilton Green is not the Minister of Agriculture. No U.S. diplomat was expelled in May 1983. After an earlier veto by the U.S. Administration,

Letters to the Editor

In January 1984 the Inter-American Development Bank approved a loan of US\$42m for agricultural purposes. There was never an application for a \$10m loan.

Recent events, particularly in the Caribbean, have highlighted a concern for the national security of small states. There is also a deepening discussion among third world states about the adverse effects of misinformation and tendentious claims of this type in the media of the developed states on both their national security and economic development. Multi-lateral financial agencies and potential investors are often influenced by reports of this type.

C. L. Joseph,
A Palace Court,
Baywater Road, W2.

Changes pose for trade union organisation

It would be a pity therefore to see the study devalued by a small but significant error in the information relating to the National Union of Tailors and Garment Workers. In 1951, says the study, nearly half the NUTGW's members were in London, Leicester and Manchester. This should obviously read London, Leeds and Manchester, as all the supporting information in the study makes clear.

Leicester has, of course, long been the established centre of the hosiery industry, but my colleagues in Leeds who made such a contribution to building this union in the immediate post-war years would, I think, rightly object to seeing their city supplanted as the heartland of the clothing industry during those years.

Alec Smith,
16, Charles Square, N1.

Creating forests

From the Group Chief Executive, Economic Forestry Group

Sir,—As a forester with strong Scottish links I am saddened by what appears to be a misunderstanding by Mr Burns of Glasgow (May 8) of your editorial covering the subject of national forest policy.

Within one hour's drive of south Glasgow lies Eskdalemuir forest, the largest multiple ownership private forest in Europe extending to over 30,000 acres. Last year this forest won the premier business and industry award for its unique contribution to the countryside, evidence enough that well managed forests are considered destructive only by those who never leave the highway or fail to understand the countryside.

Without this forest the local school would be closed and the community which is sustained

Letters to the Editor

tion of which I have personal experience, and which could be adopted for other elderly house-holders.

A few years ago I was much exercised in my mind over the problems of a friend who owned her bungalow, but had only a very small income and no capital reserves whatsoever. She had not reached the age to benefit from commercial schemes. An extra large electricity bill or the need to carry out some minor repair to her property was for her a nightmare. The solution we reached was that I bought a fractional share in her bungalow. I take no responsibility for its upkeep, and my friend lives exactly as she has always done. On her eventual demise, I or my family will receive the same fractional share of the proceeds of the sale of the bungalow, which will mean that my capital will be enhanced by whatever percentage increase has occurred in its value. I forgo interest but my capital is modestly protected against inflationary erosion. If my friend eventually needs a further injection of capital, I shall purchase a further share of her bungalow.

I hope this suggestion may be as helpful to other elderly people as it undoubtedly has been to my friend.

(Mrs) Evelyn Caulcott,
7, Beattie Road, SW15.

For London read Leeds

From the General Secretary, National Union of Tailors and Garment Workers

Sir,—The study in the shifts in the geography of trade unions by Doreen Massey and Nicholas Miles reported in your labour columns (May 8) is an interesting combination of the changes that have taken place in traditional industries in the period since the war, and the problems that such

Peosion contracts will fall within this review

peosion contracts will fall within this review. But the life industry does itself little good, and hastens the day when the Government removes all tax advantages attaching to pensions by its reckless response, designed solely to increase immediate sales, to such baseless rumours. Like the response to the removal of life assurance premium relief, the life companies' actions will serve only to reinforce the Government's view that the life and pensions industry is more concerned with immediate sales than presenting well reasoned and justified arguments for the retention of the various tax reliefs presently enjoyed.

M. A. P. Rivner,
Cockscur Life and Pensions Consultants,
1, Grosvenor House,
Lower Grosvenor Place, SW1.

Pensions and rumours of pensions

From Messrs M. Bryson and M. Rivner

Sir,—Now that the Chief Secretary to the Treasury has finally scotched the rumours that the Government might introduce immediate changes in the tax treatment of pension schemes ("I shall do such things... as yet I know not what"), it is perhaps timely to spotlight the role of the life offices in all this. The first report of these rumours, confusion to southern and benefits attaching to pension schemes came to us in the week after the Budget from a direct salesman working for a unit linked life office. Then, about two weeks ago, the manager of a long established Scottish office told us "as a matter of fact" that an announcement was to be made in Parliament restricting tax benefits relating to pension schemes on May 11.

The railway timetable

From Mr B. Brown

Sir,—Your report (May 14) on the new British Rail timetable has, as an ardent added more confusion to southern commuters on the Bournemouth/Waterloo service. Our experience is that delays in communication result from British Rail requiring several weeks, and reminders, to reply to any letter; certainly the only timetable proffered, in response to the request, was at a charge of £3.10 — is this BR's way to profitability?

It is interesting to hear tell of shorter journey times "to the south coast" when records over several weeks show that on average well over half of trains assessed are late; and all peak hour trains are substantially overloaded even without shorter trains and more intensive use of rolling stock.

It appears that Sir Peter Parker's commuters' charter is finally being ground into the dust to the detriment of both regular and occasional travellers.

Come back Sir Peter — all is forgiven!

Erin B. Brown,
The Moors,
23, Moorland Ave,
Barnon-on-Sea,
New Milton, Hants

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LONDON STOCK EXCHANGE REVOLUTION

Fight to hold the club together

By Barry Riley, Financial Editor

"DUAL CAPACITY is inevitable. It is pure pie in the sky to argue that it can be avoided."

The speaker was Mr Jeffrey Knight, chief executive of the Stock Exchange, but this week it might have been any of the top officials or leading council members of the exchange.

A substantial proportion of the stock-exchange membership at the Stock Exchange has never-theless, yet to be convinced that it is time to end the rigid division between brokers (agents who deal with the public) and jobbers (specialist market-makers who can only transact business with brokers and are not allowed to approach investors directly).

This single capacity system has been in force for some 70 years. "We are not convinced that the abolition of dual capacity has to follow on from the abolition of fixed commissions," is a typical comment from a Midlands stockbroker. "Most of my partners are sceptical."

It was in an attempt to bridge this gulf of understanding that the exchange chairman, Sir Nicholas Goodison, heard a largely frosty reception from some 150 members at an unofficial meeting held in the City of London on Wednesday evening.

The Stock Exchange Council is now well and truly generating the "wider public discussion" it asked for last month when it published a document setting the outlines of a new structure for the stock market.

To outsiders the issue of single or dual capacity might seem obscure, but to many of the 4,360 members of the exchange it is dynamite. In effect it is all about whether the existing, relatively small and specialised firms should be allowed to grow into multi-headed securities houses which might become part of major banks and financial services conglomerates, both British and foreign.

In a very real sense the Stock Exchange is undergoing a revolution. The process is bound to be painful, and it is exposing wide divisions within the membership. Various groupings display surprising ignorance of each other's affairs, and with ignorance can go suspicion. The main antagonisms can be summarised as follows.

Country v. town. It is only

11 years since all the provincial exchanges were rolled up into a united national market. A key assurance given to the country members at that time was that they would be granted free access to an active central market. It was particularly important that proper competitive quotations should be available in the second line stocks which markets often used to be made locally, and in which country brokers are often particularly active on behalf of their private clients.

Now many country members are suspicious that the Stock Exchange is going back on this commitment. They do not believe that enough new market makers will put themselves forward to run markets in second line stocks once the present dealing system is scrapped. Stock Exchange officials agree that there could be a difficult transitional period. Gaps could appear in the coverage of market if the dealing system is abruptly changed according to the present timetable, by the end of 1985.

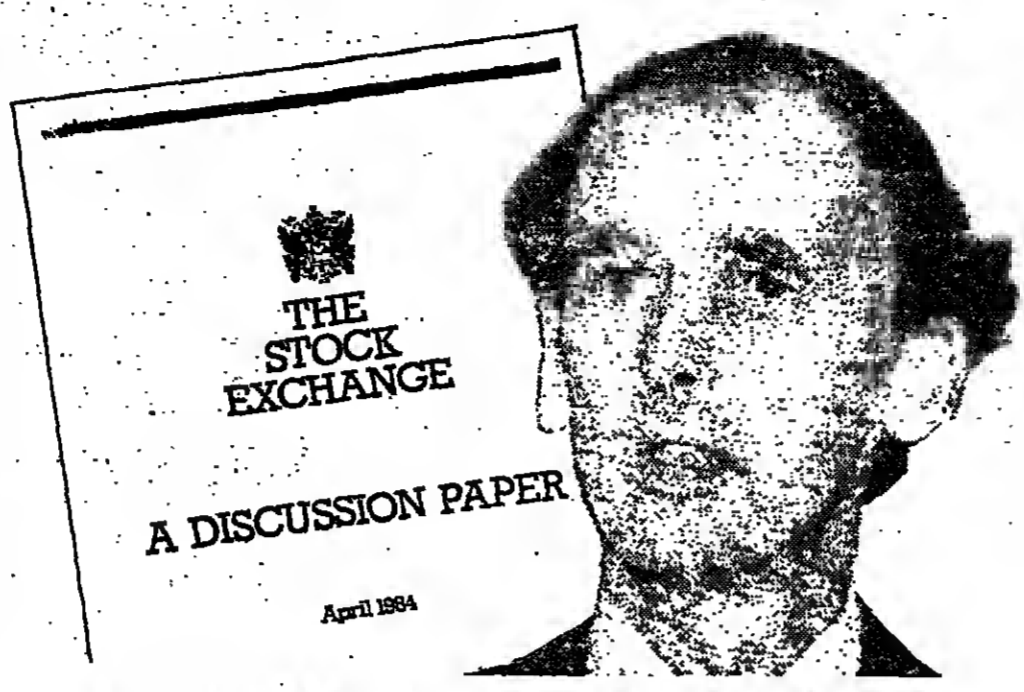
So it looks as though the Stock Exchange will go some way towards meeting the country brokers' fears — which are shared by some of the smaller London firms. On day one the new system may only apply to the top hundred or so stocks, and would then be gradually extended throughout the list.

Brokers v. jobbers. Brokers often know surprisingly little about jobbing. There is little movement between the two classes of the membership. A lot of brokers firms are therefore highly reluctant to become involved in market-making, a skill which they have no experience of, and which would require large injections of outside capital.

Like almost all small businessmen, most stockbrokers are uneasy about the idea of selling stakes to outsiders. It might mean they would lose effective control over their business.

At the same time, they fear that the existing jobbers, when they turn into broader securities operations under the new rules, will take the opportunity to dump their commitments to making markets in second line stocks.

"The jobbers have always complained that it is difficult to make money out of any but the biggest volume stocks," says one country broker.



Sir Nicholas Goodison, Stock Exchange chairman: braved a frosty reception

But the opposite view can be obtained from the jobbing fraternity. For example, Mr Brian Winterford, managing director of Bisgood Bishop, one of the top five jobbing firms, insists that "jobbers make a lot of profits out of second liners." He should know, because Bisgood is the leading operator in the Stock Exchange's second-tier Unlisted Securities Market.

Big brokers v. small brokers. The large broking firms are urgently negotiating tie-ups with all manner of outside partners, including clearing banks, merchant banks, insurance companies, financial conglomerates and even the odd industrial company.

This week, for instance, Laing and Cruickshank, which ranks about number 15 in the league table, announced that it was selling itself to Mercantile House, the rapidly-growing financial services group, for an eventual £25m. This amounts to an average of nearly £1m for each member shareholder. For the time being, however, Laing from selling more than a 29.9 per cent stake for £7.5m.

Recently Sir Nicholas Goodison's own firm, Quilter Goodison, revealed that a similar 29.9 per cent participation was being arranged with Skandia, the Swedish insurance group.

So far, five other firms in the top 20 have selected their partners. Nearly all the remainder, it can be assumed, are busily negotiating deals in private.

The sight of the big brokers doing such lucrative deals is provocative to many members in smaller firms. They fear that their own interests may be trampled underfoot as the major firms scramble to gear up for the coming revolution.

Words like steamroller and bulldozer are much in evidence as the members of small firms criticise many council members for having too much of a vested interest in rapid changes.

"After 50 years as a stockbroker I resent outsiders being able to come in and enjoy my hard won privileges," complains the senior man in a three-man partnership.

Nevertheless it is not at all clear how focused all this criticism will prove to be. Wednesday's gathering turns out to have been something rather different from the united protest meeting of small firms that it was billed as being.

Members from big firms like Cazenove, Wedd, Durlacher and Capel-Cure Myers were spotted at the meeting, presumably seeking to assess opinions rather than to throw their lot in with the country members.

THE ALLIANCES

Stakes in Stock Exchange firms

- Security Pacific—Hoare Goveett
RIT & Northern—Kittaz & Arken
Citicorp—Vickers de Costa
Mercury Securities—Akroyd & Smithers
N.M. Rothschild—Smith Bros.
Charter Consolidated—Rowe and Pimran
NatWest Bank—Bisgood Bishop
Barclays—Wedd Durlacher, Mordaunt
Barclays—De Zoete & Bayan
Samuel Montagu—W. Greenwell
Morgen Grenfell—Pinchin Denny
Skandia—Quilter Goodison
Mercantile House—Laing & Cruickshank

- June 1982
Nov. 1982
Nov. 1983
Dec. 1983
Jan. 1984
Feb. 1984
March 1984
March 1984
April 1984
April 1984
May 1984

Nigeria's currency crisis

Even Shell runs short of cash...

By Quentin Peel, recently in Lagos

THE SIGN in the lift at the headquarters of Shell Petroleum in Lagos said it all. The company which produces almost 70 per cent of Nigeria's \$10bn oil export earnings was short of cash.

"We regret to inform members of staff that, owing to the recent currency conversion exercise, we have been unable to purchase milk and sugar for the coffee machines. We hope the situation will shortly be rectified."

The same is true throughout the country. Not only are factory and office canteens closed for lack of supplies. Thousands of workers have yet to be paid last month's wages, because their bosses cannot get enough money from the bank.

What happens when a country decides overnight to halve the amount of cash in circulation—in effect, to stop printing money, and burn the excess? Nigeria is currently giving a graphic demonstration.

Inevitably in Nigeria, where cash is king and credit is virtually unobtainable, where no one can be sure how much money was in circulation to begin with, and where a hefty slice of economic activity takes place in the black market, the result was certain to be confusing and chaotic.

When Brigadier Tunde Idiagbon, commander of the Supreme Military Council, announced on Easter Monday that the old naira were to be replaced by new notes, it took practically everyone by surprise. That in itself was a remarkable achievement. But the rest of the operation has proved to be much more difficult.

The aim was to stamp out corruption by the black market by neutralising money held outside the country and forcing hoarders to account for their piles of cash. The first side-effect was to cause a mini-boom in consumer spending. Individuals were only allowed to exchange a maximum of N5,000 in the bank, unless they swore an affidavit on how they acquired the excess.

Apart from inflating the prices of consumer durables by 30 per cent or more, the changeover resulted in a rush to pay off old debts. The National Electric Power Authority (Nepa), whose

erratic supplies are blamed for much of the disruption of life in Nigeria, suddenly found long-standing bills of thousands of naira being settled in used bank-notes.

Tens of thousands of old naira notes were abandoned in unclaimed bundles at Lagos airport, when returning residents and black marketeers found they were being practically strip-searched by the customs.

Yet despite a conviction that up to N1.5bn was actually out of the country in illegal hoards, and millions more were kept in idle balances in the homes of the very rich, the Central Bank seems drastically to have underestimated the demand for new notes.

The official estimate of cash in circulation was about N3.5bn (£3.1bn), and the CBN issued less than N3bn. Yet the major commercial banks claim they have received new supplies amounting to less than 20 per cent of the old notes they took in, and the queues at their doors are still swelling.

One possible explanation is that much less cash was idle than estimated, perhaps because rampant inflation over the past 18 months has forced hoarders to use it. Another widespread rumour in Lagos is that the last civilian government printed an additional N1.5bn before the last elections, and somehow kept it out of the Central Bank.

Whatever the explanation, the present cash shortage is dire. It has undoubtedly brought many prices down, after the first inflationary burst. Hagglng with Lagos taxi-drivers has become a painless occupation. Yet the beneficial effects are likely to be short-lived. Shortages of many food items and other essential commodities are widespread, because of import restrictions imposed by the government, and prices of such goods have hardly changed. The black market rate of the naira does nothing to change the over-valuation of the currency at the official rate, which is a major bone of contention in negotiations with the International Monetary Fund.

As one Nigerian trader remarked: "We may be feeling the squeeze at the moment, but knowing Nigerians, we will sit back and think about it, and soon find some way of making a profit out of the situation."

Weekend Brief FROM Tokyo

Farewell to the saké shop on the corner

BY JUREK MARTIN IN HIRAKAWACHO

THERE ARE TWO big stories these days where we live. The first is that the saké shop has been transformed into a superette; the second is that our most famous occasional neighbour, one Kakuei Tanaka, has moved into a sumptuous new office.

Now, the reader will have quickly grasped that this is being written from Tokyo, which is indeed the capital of Japan, and could therefore be excused for concluding that this has been an uncharacteristically slack news period. Not so.

This is because the key words in the first sentence are "where we live". This is not Japan, nor even Tokyo, but a small neighbourhood roughly a square mile in area called Hirakawacho; and this, in turn, reflects the fact that the Japanese themselves, for all their strong sense of homogeneity and in spite of the seemingly constant change in their urban landscapes, still think very much in neighbourhood terms.

But simply, they know intimately what is round the corner from where they live but invariably not what is a half mile away, as anybody who asks directions in Tokyo soon finds out. And, after a while, it is a state of mind which runs off on the foreign resident.



sports-and-sex newspaper, one hotel, two concert halls, an elite junior high school, and a handful of company dormitories housing young executives.

And an abacus would be needed to count the restaurants. The one opposite our front door is to judge by the BUVs, Mercedes and large limousines parked outside and the elegant kimono-clad waitresses ushering customers in and out a fish establishment of distinction. The Hummingbird Cafe next door used to advertise "coffee and curry," but it has changed hands recently, perhaps not surprisingly given the menu, and is now called something else.

Round the corner we have both a French bistro and an Italian trattoria (both a bit Japanese, that is, longer on appearance than flavour) and another, as yet unpatronised, called "Italian Restaurant Wine and Cake." There is a Korean barbecue (excellent), a Chinese cafe and several large Japanese cuisines on tap, a karaoke (sing-along) bar in a basement and any number of nomiyas (literally "drinking places," a sort of Japanese pub, both of which tend to stay open later than the notoriously early general closing time of about 9.30 pm.

And, until last month, we had a genuine bona fide saké shop. The Yoshida family is an Hirakawacho institution and it has been selling saké here for over 100 years. The current premises are not old—the neighbourhood was pretty well flattened in the last war—but the feel of the place was, with its wooden shelves stacked with drinks and snacks, a stool for the customer, and green tea always available. The atmos-

phere was informal, relaxed, the service was sensational, and there was no much wrong with the saké either.

The trouble was as Yoshihiko Yoshida, son of the present patriarch, put it the other morning in the shiny new "community store"—that "old liquor shops have gone with the times." In fact the Yoshidas have been running a van delivery service for several years and simply wanted to broaden their product range. They did not feel, he said, much competitive pressure.

This is the sort of un-sentimental, pragmatic attitude which, combined of course with the totally contradictory attachment to tradition, is very typical of Japan today. Thus, Yoshihiko Yoshida talks in terms of how much he can sell and how best to display his goods, not always accurately; the Japanese problem with the letters "l" and "r" mean that the milk and butter section is labelled "daily foods"; but not at the price of sacrificing the human capital the Japanese value so highly.

So the new superette, which really is very small, with only one cash register, and completely self-service, employs no less than 15 people (the van service included) but at part time, five of them family members. It is indicative to ask if the Yoshidas make money but it is a stone cold certainty that it is a stone cold investment they will be in some sort of business in Hirakawacho 100 years from now.

Prime Minister now appealing against his Lockheed bribery conviction—and the Japanese never tire of saying a lot—his exquisite use of patronage has done an awful lot to keep his countrymen in employment.

This is evident today every time he sweeps into our neighbourhood from his mansion in the Jijiro, half a dozen miles away. Rarely does he arrive in a convoy of less than four cars, often with TV cameras tracking his every public step; you can always tell when he is in situ by the large number of broad shouldered young men (themselves a testament to the improved national diet) patrolling the pavement outside; however, they all seem to be suffering from a hearing affliction.

But the needs of the new office for his political faction are already having a beneficial impact on local services. The road outside has been in a state of permanent construction for the last two months; whatever the reason, we have noticed that our chronically low water pressure seems to have improved since then; and the brigades of volunteer street sweepers, to whom a single cigarette butt is an affront, seem to have redoubled their efforts.

Certainly we feel safer enjoying Mr Tanaka's protection. Not that Hirakawacho is a dangerous place in any case, but last summer we did have an armed (with a knife) robbery down the street. This produced the extremely diligent Inspector Kudo, of the nearby Kojimachi yard, flourishing identikit sketches and leaving no investigatory stone unturned. But that incident was so rare that it was last year's big story.

BUILDING SOCIETY RATES

Table with columns: Share, Sub'n, a/c, shares, Others, % and various building society names like Abbey National, Ald to Thrift, Alliance, Anglia, Birmingham and Bridgwater, Bradford and Bingley, Britannia, Cardiff, Catholic, Century (Edinburgh), Chelsea, Cleeveham and Gloucester, Citizens Regeency, City of London (The), Derbyshire, Gateway, Greenwich, Guardian, Halifax, Heart of England, Hemel Hempstead, Hendon, Lambeth, Leamington Spa, Leeds and Holbeck, Leeds Permanent, Leicester, London Permanent, Midlands, Morlington, National Counties, National and Provincial, Nationwide, Newcastle, Northero Rock, Norwich, Paddington, Peckham, Portman, Portsmouth, Property Owners, Scarborough, Skipton, Stroud, Sussex County, Sussex Mutual, Thrift, Town and Country, Wessex, Woolwich, Yorkshire.

New York changes hit Geers Gross

SECOND-HALF pre-tax profits at Geers Gross, advertising agent and consultant, fell from £12m in 1982 to £11.5m in 1983...

Mr Charles Hoare, the chairman, believes that expenditure associated with the company's New York office reorganisation during the year is now behind the company...

Geers Gross London, celebrating its 20th anniversary this year, will show continuing growth both in terms of profitability and turnover...

He adds: "The overall business of the group will, I'm sure, be assisted by the marked upturn in the economies of both the UK and the U.S."

The group's pre-tax profits were affected by the New York reorganisation to integrate the management and staff of Kurtz & Tarlow in February 1983...

In London, profit margins remain consistently higher than the average industry average.

Gleeson rises to £1.9m and pays 10% more

Profit rose from £1.28m in £1.91m at St. J. Gleeson Group in the six months to end-December 1983...

Over half of the taxable profit was attributable to non-trading income, which saw a rise in rent and interest received of £268,000 in £1.14m.

Gleeson also has interests in civil engineering and building contracting. Overall group turnover for the period amount to £36.13m, compared with £36.33m.

Commenting on current trading and prospects, the directors expect the full year's outcome to compare favourably with the £3.14m achieved last year.

Looking further ahead, they say that the group's continuing policy of not taking on contracts at inadequate margins means that turnover in the next year or two may decline.

However, they point out that Gleeson's expansion into residential and commercial property together with the control of overbids should safeguard pre-tax profits.

Net profits for the opening period came out at £1.6m (£1.04m) after tax of £751,000 (£245,000), and earnings per 10p share rose from 10.35p to 11.6p.

The directors say that the increased tax charge recognises the Budget changes relating to capital allowances and stock relief and the reinstatement of the deferred tax account.

Over 100,000 applications were received for a total of over 274.4m shares.

Over 100,000 applications were received for a total of over 274.4m shares.

Executive Clines achieved taxable profits of £206,000, against £48,000, in calendar 1983 on turnover up £642,000 at £3.91m.

DIVIDENDS ANNOUNCED

Table with columns: Company, Current payment, Date of payment, Total last year, Total this year. Includes Comet Group, Concentric, Geers Gross, etc.

comment

The departure of a senior executive who takes with him a lucrative account highlights the vulnerability of companies like Geers Gross...

Again there is no dividend for this unquiet concern. Net production revenue amounted to £112,000, while the next figure was after amortisation of deferred exploration and development costs...

In the U.S. the company has continued the policy of reducing costs through furnishing of undrilled exploration acreage in Oklahoma...

The directors say the increase in the attributable loss for 1983 was due mainly to interest charges arising in the U.S.

At the trading level there was a loss of £111,000 in the half year compared with £11,000, December and plant closing charges required £258,000 (£284,000) and bank interest took £124,000 (£144,000).

Some stability detected in the market place a year ago has wavered they say and while they are increasingly confident about the group's future, they still believe that the market will show signs of fragility for some time to come.

Following his election as president of the Society of British Gas Industries, Mr Vic Miles has agreed to take an earlier retirement in order to devote more time to his presidential duties.

Benlox raises £1.4m - profits well up

Benlox, the industrial holding company, is raising £1.4m through the issue of 4,860m shares at 29p per share...

Better-than-forecast taxable profits of £121,000, against £111,000, were achieved by USM newcomer Sangers Photographics in the three months to end-February 1984.

The company is the largest photographic wholesaler in the UK and joined the USM last February via a placing of 2.4m shares at 23p each.

While the previous nine months' figures will be incorporated within the Sangers group's results, the directors say that they indicate sales of £20.7m (£15.5m) and pre-interest profits of £256,000 (£232,000) for the year to February 29 1984.

Sales for the three-month period amounted to £4.67m and trading profits were £136,000 (£125,000). The taxable result struck after interest of £15,000 (£24,000). Tax took £45,000 (£58,000).

As previously indicated there is no dividend for the period.

Metamec interim losses rise

THE DIFFICULT trading conditions which have affected Metamec Jenique in the last three years have persisted in the first half of the group's 1983-84 financial year...

The results reflected lower sales coupled with product development and rationalisation costs in the Metamec clock division and the crisis of reducing capacity on the Jenique furniture side.

The interim deficit follows a full year 1982-83 loss of £279,000 to £977,000. There is again no interim but last year the group paid a nominal dividend of 0.01p to preserve trustee status.

Mr J. H. Williams who took over the chairmanship following the resignation of Mr G. W. Cooper in February, reports that 1984 had started with sales below expectation, but both of the group's companies are working full time.

At the end of the last full year the directors had said that while the future looked brighter than a year before their experience over the three previous years discouraged over-optimism...

Commenting on the results, the directors say that many of the new areas of activity in which the company has pursued during the past three years are beginning to yield returns.

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Following a rise in interim losses from £371,000 to £422,000, George Spencer, leisuwear and knitwear manufacturer, finished 1983 with a deficit of £1.01m, the previous year's £964,000.

After tax of £23,000 (£21,000) the loss per 25p share was 17.2p (18.5p) and again, there is no final dividend leaving the total unchanged at 0.1p per share.

There was an extraordinary deficit of £12 for the period, against a £115,000 credit.

Losses continued at North Midland Construction in the half year in end-February 1984 following the company's fall into the red in the second six months of 1982/83.

The taxable loss for the period amounted to £220,000, against a profit of £127,000, with turnover down £317,000 to £3.24m. There is no interim dividend.

Concentric ahead to £740,000

A MARKED increase in pre-tax profits from £458,000 to £740,000 at Concentric for the first half of the six months to the end of March 1984...

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COMPANY NEWS IN BRIEF

The offer for sale of 7.5m shares to Mervic, the UK market leader for colour display monitors for computers, was oversubscribed 47 times at the fixed price of 180p per share...

SUMMARY OF THE WEEK'S COMPANY NEWS

PRELIMINARY RESULTS: Adv Services, All London Prop, Argus Press, Bank of Ireland, Beattie James, Blandford, Caparo Pmp, Chamberlin & Hill, Crampthorn, Dataserv, Decora, Dnport, Harcourt's Group, Heath, C. E., Henderson Group, Hinton, Annis, Hunter Saphir, Jerome, S., Jira Rubber, Land Securities, Readicut Intl, Rumeinam, Walter, Heath, L. O., Sears Holdings, Sec Marsh Camp, Tern Consulate, Tysons, Volfax, Usher Walker, Yorklyde.

BIDS AND DEALS IN BRIEF

Samuel Montagu Securities, a wholly-owned subsidiary of Samuel Montagu, has become a limited partner in W. Greenwell and Co. with a 29.9 per cent interest.

Take-over bids and deals

The outstanding development this week in the bids and deals sector came late on Tuesday afternoon. Thorn EMI, the electronics group, then surprisingly announced that it was in talks with British Aerospace, the former state-owned aircraft company...

PRELIMINARY RESULTS

Table with columns: Company, Year, Pre-tax profit (£000), Earnings* per share (p), Dividends* per share (p). Includes Adv Services, All London Prop, Argus Press, etc.

INTERIM STATEMENTS

Table with columns: Company, Half-year to, Pre-tax profit (£000), Interim dividends* per share (p). Includes Athlon, Baggeridge Brick, Brown, Matthew, etc.

Offers for sale, placings and introductions

Brikaal—Coming to USM via a placing of £1.2m shares at 140p. Hunter Saphir—Coming to USM through an offer for sale. PLM AB—Joining London stock market. Quadrant International Fund—Seeking a full listing.

* All cash offer. † Cash alternative. ‡ Partial bid. § Frn capital not already held. ¶ Unconditional. †† Loan stock alternative. ** Based on 18/5/84. ††† At suspension. †††† Estimated. ††††† Shares and cash. †††††† Related to NAV to be determined.

UK COMPANIES

RESULTS DUE NEXT WEEK

An element of caution has caused at least some analysts to downgrade their forecasts for the results for the year to the end of March, due on Wednesday.

The main reason for this seems to have been a downgrading of the UK drug wholesaler following recent NHS price reductions.

The growth and growth of J. Sainsbury now has an air of inevitability about it, as the results for the year to the end of March, due on Tuesday, should confirm its success.

The brewery sector gets a look in next week with preliminary results from the head on Tuesday and an interim announcement from Bass on Wednesday.

Table with columns: Company, Announcement, Dividend (p), Last year, Final, This year. Lists companies like Allied Irish Banks, Associated British Foods, etc.

holding of Scottish Amicable nominees has been reduced as a result of recent sales to 60,000 ordinary and Mr P. A. Cropper has reduced his holding to 77,400.

through its heavy exposure to larger and a programme of cost reductions, but the interim results will be reported against the background of a strong recovery in the comparable period.

Electronics giant Plessey has not shared fully in the equity bull market of late, but its full year figures to end-March, due on Thursday, should be very much in line with its growth record throughout the recession.

The market expects pre-tax profits to be in the range of £175m-£180m, against last year's £146m.

Other brewers to report next week include Young & Co (finals on Thursday), Wolverhampton & Dudley (interim results on Thursday), and Davenport Brewery (interim on Friday).

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Exceptional gains help to deflate Michelin losses

By Paul Betts in Paris

MICHELIN, THE French tyre manufacturer, reported yesterday sharply lower group losses of FF 2.14bn (£252.6m) for last year, compared with a deficit of FF 4.16bn in 1982.

The company, the world's second largest tyre maker after Goodyear of the U.S., said sales rose by 14.7 per cent to FF 39.6bn, compared to the year before.

Michelin's main French operating subsidiary, La Manufacture Francaise des Pneumatiques Michelin, reported a net loss of only FF 3.8m compared with a deficit of FF 1.65bn the year before.

The interest surplus declined by 2.5 per cent and the bank's commission surplus held steady but on the expenditure side, personnel costs rose 3.4 per cent and other operating costs by 10 per cent.

Herr Walte Seipp, the chairman, told the annual meeting that costs — both personnel and operating — had continued to advance.

"We still expect satisfactory results, but we will with all our ability be unable to recover the record earnings of 1983," said Herr Seipp.

Rise in costs hits Commerzbank

By Our Financial Staff

COMMERZBANK, one of the big three commercial banks in West Germany, expects lower results this year following a slight decline in profits for the first four months of 1984.

Herr Walte Seipp, the chairman, told the annual meeting that costs — both personnel and operating — had continued to advance.

"We still expect satisfactory results, but we will with all our ability be unable to recover the record earnings of 1983," said Herr Seipp.

Management is doubtful that the full payment will be received for the motor spares division. A notarial bond is held over the sold division's stock but the directors say some loss appears to be inevitable.

An interim dividend has not been declared as there was a first-half loss of 1.5 cents a share while the year ended December 30 showed a deficit of 36.4 cents a share.

ERBAMONT, the pharmaceutical subsidiary of the U.K. based Montedison group, recorded a 41 per cent jump in its first quarter net earnings this year, to £12bn (£87m).

The company, which is 75 per cent controlled by Montedison and is quoted on the New York Stock Exchange, recorded a 23 per cent rise in turnover during the first three months of 1984, to £258.3bn.

Erbamont was formed last May as an umbrella company which took in many of Montedison's pharmaceutical divisions. These companies operating under Erbarmont, recorded a combined 1983 net profit of \$31.7m on turnover of \$586.9m.

The company said it would pay a dividend of 5 cents a share.

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China to tap bond market in Japan

By Yoko Shibata in Tokyo

BANK OF CHINA is to tap the Japanese capital market later this year, possibly raising as much as ¥40bn (\$172.4m) through a public offering of bonds.

China has already made two tentative fund raising sorties into Japan with private placements. The latest planned offering, following the relaxation of Japan's guidelines on the issue of Samurai bonds, is a more ambitious move.

Nomura Securities will lead the issue which is earmarked for the early autumn, possibly September. The proceeds will be used by China to help finance energy development.

Earlier this week Japan Bond Research, a private bond rating institute, gave preliminary triple A rating to the bond. Japan requires that a foreign government be rated upwards of double A to qualify for yen-denominated foreign bond issues.

Last month the guidelines on the issue of Samurai bonds were eased. The Ministry of Finance will further relax its guidelines from July, and under the new rules, restrictions on the issue amount for AAA-rated borrowers will be eliminated.

With its foreign exchange reserves topping \$15bn in October last year, China has started to make use of its surplus funds this year, in the form of Japanese government bonds. The planned Samurai issue is partly designed to hedge against currency risks.

China came to the Japanese capital market in 1982 and 1983 when private placements by International Trust and Investment and Fujian Province raised a total of ¥15bn.

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U.S. life groups act to rescue Baldwin

By Terry Dodworth in New York

A GROUP of 30 U.S. life insurance companies led by Metropolitan Life had put up a plan to guarantee holders of Baldwin-United annuities a return of 7.5 per cent a year in the latest attempt to find a solution to Baldwin's problems.

The Metropolitan suggestion is conditional on owners of Baldwin's policies abandoning proposals to sue brokers and insurance agents who sold them.

Before filing for reorganisation under the Chapter 11 bankruptcy proceedings last September, Baldwin had sold 165,000 single premium annuities valued at around \$4.2bn. These give purchasers life insurance for a single down payment, and many purchasers were promised interest rates of up to 14 per cent.

Because of the collapse of certain parts of the Baldwin group, in which many of the annuitants were invested, annuity holders now face a wait of up to three and a half years to get their money back, and could receive interest of only around 5 per cent.

Metropolitan said that the life insurance industry was considering a contribution to guarantee a 7.5 per cent return to investors to protect the reputation of the industry, while the brokerage industry had said that it might contribute up to \$200m.

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Walt Disney in \$200m property group share deal

By Terry Byland in New York

IN A MOVE likely to make an unfriendly takeover more difficult, Walt Disney Productions has struck a deal with the wealthy Bass family of Texas. Disney is buying Arvida, a Bass-controlled property company, for which it is paying \$200m in common stock.

The deal requires Disney to issue between 2.6m and 3.8m new shares to the Bass interests, at a price depending on market quotations over 20 days before the deal's closure. Disney has 34.6m shares in issue. Its stock price slipped to \$61 yesterday.

Mr Saul Steinberg, whose family company, Reliance Holdings, holds 12.1 per cent of the film and entertainment group and plans to take up to 25 per cent, is studying the agreement. Disney denied that the deal with the Bass family was intended to ward off the attentions of Mr Steinberg.

There was no comment from Mr Roy Disney, son of Walt, who left the Disney board in March and has increased his equity stake to about 4 per cent in recent months.

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Drought cuts into first results from CNA-Gallo

By Our Johannesburg Correspondent

CNA-GALLO, the South African company which retails books and stationery and produces records and tapes, made a trading profit of R23.7m (\$20m), on total sales of R283.6m (\$221m), in its first period as a merged concern.

Precise comparison with previous periods is not possible, as the individual parts, CNA and Gallo, were merged last year and the report for the financial period ended March 31, 1984 includes the results of 13 months of trading by the former and 12 months of trading by the latter.

As the company's trading is largely based on discretionary consumer spending, it was particularly hard hit in country areas, which suffered from their second year of drought. Consumer spending is expected to decline in the current financial year as a result of the higher interest rates and sales tax. Nevertheless, the company is forecasting increased earnings.

A total dividend of 16 cents has been declared from earnings of 88.7 cents a share. CNA-Gallo is a subsidiary of Premier Group.

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South African steel group's margins tighter

By Our Johannesburg Correspondent

EXTREMELY COMPETITIVE market conditions have resulted in narrower margins for the South African Steel and general engineering company Steyn and Lloyds. The company is 52 per cent owned by IPSA which, in turn, is 40 per cent-owned by the Anglo American group and 60 per cent by Metcon which is itself a subsidiary of state-owned steelmaker Iscor.

First-half turnover rose to R27.5m (\$20m) in the six months ended March from a corresponding year-ago figure of R27.8m. First-half operating profit before interest and tax rose to R12.1m from R12.1m. Turnover was R501m in the year ended September 1983 and operating profit R29.7m.

Mr Percy Levick, the managing director, says that volumes have deteriorated seriously in the tubular sector margins are badly depressed.

An unchanged interim dividend of 18 cents a share has been declared from first-half earnings of 19.8 cents a share. Last year's first-half earnings were 18.5 cents.

Associated Engineering's SA unit back in the black

By Jim Jones in Johannesburg

DISPOSAL OF its troubled motor spares division helped Associated Engineering's 64 per cent-owned South African subsidiary return to profits in the six months ended March.

First-half turnover fell to R23.6m from R38.2m as a result of the motor spares division's sale, but the first-half pre-tax profits of R0.1m compares with a corresponding pre-tax loss of R0.1m (\$4.8m) in 1983. The year ended September 1983 resulted in a turnover of R65.7m and a pre-tax loss of R6.8m.

Management is doubtful that the full payment will be received for the motor spares division. A notarial bond is held over the sold division's stock but the directors say some loss appears to be inevitable.

An interim dividend has not been declared as there was a first-half loss of 1.5 cents a share while the year ended December 30 showed a deficit of 36.4 cents a share.

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Sharp rise for Erbarmont

By Alan Friedman in Milan

ERBAMONT, the pharmaceutical subsidiary of the U.K. based Montedison group, recorded a 41 per cent jump in its first quarter net earnings this year, to £12bn (£87m).

The company, which is 75 per cent controlled by Montedison and is quoted on the New York Stock Exchange, recorded a 23 per cent rise in turnover during the first three months of 1984, to £258.3bn.

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Canadian Tire shows loss in U.S. operations

By Robert Gibbons in Montreal

CANADIAN TIRE, which defended its C\$1.1m takeover bid by Inco last year, reports more losses in its U.S. operations in the first quarter. But Canadian business continued strong with the mass merchandiser car parts, sporting goods and housewares divisions coming through the recent recession with little let-up.

In the March quarter CTC earned C\$22.2m (U.S.\$17.2m) or 28 cents a share on domestic operations, against C\$19m or 27 cents in the same period last year, on sales of C\$444m against C\$409m.

But the U.S. White Stores lost C\$11.2m against C\$6.9m on sales of C\$52m against C\$40m. Thus CTC's final net income was C\$11.1m or 14 cents a share, against C\$12.6m or 17 cents.

White is expected to reach break-even by the second quarter of 1985.

TransCanada Pipelines, Canada's national gas transmission company, wants to expand its system to handle major gas sales to the north eastern U.S., requiring investment of more than \$31bn over three years. The programme would require construction of 300 miles of line and 25 compressor units.

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DSM starts year on firm note

By Our Financial Staff

DSM, THE Dutch state-owned chemicals group which hauled itself out of the red last year, has made what is described as an excellent start to 1984 with sales for the first three months up by 35 per cent.

All divisions booked positive operating results in early 1984, although the fertilisers division's performance was slightly below that of the other.

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ECONOMIC DIARY

Savoy Hotel, TUC finance and general purposes committee meets.

TUESDAY: Cyclical indicators for the UK economy for April. EEC Energy Ministers meet. Brussels. EEC economic and social committee plenary session opens. Brussels (to May 24).

WEDNESDAY: Building Societies Association Tuesday annual conference opens. Harrogate. Mr Michael Jepling, Agriculture Minister, addresses Dairy Trade Federation conference. Barbican. Mr Nigel Lawson, Chancellor of the Exchequer, speaks at CBI annual dinner. Hilton Hotel. THURSDAY: First quarter pro-

visional figures of capital expenditure by the manufacturing and service industries. First quarter provisional details of manufacturers and distributors' stocks. President Mitterand addresses European Parliament, Strasbourg.

MONDAY: First quarter preliminary figures for Great Domestic Product (output-based). The CBI/FT survey of industrial confidence ends at 51.0. Airlia published. European Parliament final session (before elections) opens. Strasbourg (to May 25). Mrs Margaret Thatcher presents Anglo-Dutch award for enterprise. Ministry of Energy Minister Sir Ian Stewart meets National Coal Board chairman Mr Ian MacGregor at NCB. Sir Timothy Bevan, Barclays Bank International chairman, speaks at British American Chamber of Commerce annual luncheon.

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Canadian Tire shows loss in U.S. operations

By Robert Gibbons in Montreal

CANADIAN TIRE, which defended its C\$1.1m takeover bid by Inco last year, reports more losses in its U.S. operations in the first quarter. But Canadian business continued strong with the mass merchandiser car parts, sporting goods and housewares divisions coming through the recent recession with little let-up.

In the March quarter CTC earned C\$22.2m (U.S.\$17.2m) or 28 cents a share on domestic operations, against C\$19m or 27 cents in the same period last year, on sales of C\$444m against C\$409m.

But the U.S. White Stores lost C\$11.2m against C\$6.9m on sales of C\$52m against C\$40m. Thus CTC's final net income was C\$11.1m or 14 cents a share, against C\$12.6m or 17 cents.

White is expected to reach break-even by the second quarter of 1985.

TransCanada Pipelines, Canada's national gas transmission company, wants to expand its system to handle major gas sales to the north eastern U.S., requiring investment of more than \$31bn over three years. The programme would require construction of 300 miles of line and 25 compressor units.

TransCanada Pipelines, Canada's national gas

WORLD STOCK MARKETS

NEW YORK

Table of New York stock prices including sectors like Chemicals, Electronics, and Industrials.

STOCK

Table of individual stock prices and market indices for the New York market.

WALL STREET

Awaiting pre-election plans

STOCKS DRIFTED lower in moderate trading on Wall Street yesterday. By 1 pm the Dow Jones Industrial Average was off 7.20 to 1134.95, making a loss of 22.19 in the week while the NYSE All Common Index at \$38.51 shed 56 cents on the day and \$1.77 on the week. Declines led advances by almost a two-to-one majority on a volume of 62.26m (67.40m) shares.

CANADA

Prices moved lower at mid-session, in line with downturn on Wall Street.

The Toronto Composite Index was down 3.3 at 2,345.42 as declines of 20 shares by a ratio of about five-to-three. The Metals and Minerals Index lost 13.9 to 1,934.9. Golds 9.5 to 412.56 and Oil and Gas 1.4 to 314.54.

GERMANY

Mostly steady at earlier levels, with some rates marked fractionally lower but the occasional Blue Chip recovering to end firmer.

Turnover was extremely low, with prices moving in a narrow range. Attention is now focused squarely on the U.S. and the future trend of interest rates.

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ASIA

Investment Company's large share price gains.

The Nikkei Dow Jones Average, which fell 278.78 the previous day, shed another 212.63 to 10,108.3 in just two weeks since May 4 when it registered an all-time record high.

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NOTES - Prices on this page are as quoted on the individual exchanges and are best bid/offer prices. Dealings suspended, bid or ask dividend, ex or cum issue, ex or cum rights, etc. as applicable.

CURRENCIES, MONEY and CAPITAL MARKETS

Companies and Markets

FOREIGN EXCHANGES

Dollar improves

The dollar maintained its firmer trend in currency markets yesterday, underpinned by renewed Middle East tension. There was also a reaction in an upward revision in the first quarter GNP figure. This gave rise to fears that continued credit expansion and a need to finance the U.S. budget deficit would exert further upward pressure on U.S. interest rates. Short-term funds had been in good supply, following operations to halt out Continental Illinois against the Federal authorities drained reserves on Friday with Fed funds trading at 9 1/2 per cent. The extent of the dollar's rise may have been inhibited however by fears of further central bank intervention. The dollar closed at DM 2.7735 against the Deutsche mark, a day's high of DM 2.7800 but up

Sterling was slightly weaker overall, having been hoisted earlier by fears of a possible disruption to oil supplies from the Middle East. Its trade-weighted index slipped in 80.4 from 80.3. Against the yen it eased to 132.73 from 132.75 and FFR 11.8250 compared with 11.8255 before finishing at 11.8265-1.3275, a fall of 85 points. It fell to DM 3.85 from DM 3.8325 against the D-mark and the Swiss franc at 3.1750. Against the yen it eased to 132.73 from 132.75 and FFR 11.8250 compared with 11.8255 before finishing at 11.8265-1.3275, a fall of 85 points. It fell to DM 3.85 from DM 3.8325 against the D-mark and the Swiss franc at 3.1750.

THE POUND SPOT AND FORWARD

Table with columns: May 18, Day's spread, Close, One month, Three months, p.a. months. Includes data for UK, Ireland, Netherlands, Belgium, Denmark, France, Germany, Italy, Norway, Sweden, Japan, Australia, New Zealand, South Africa, Hong Kong, Singapore, Malaysia, Philippines, Thailand, Indonesia, Taiwan, South Korea, etc.

THE DOLLAR SPOT AND FORWARD

Table with columns: May 18, Day's spread, Close, One month, Three months, p.a. months. Includes data for UK, Ireland, Netherlands, Belgium, Denmark, France, Germany, Italy, Norway, Sweden, Japan, Australia, New Zealand, South Africa, Hong Kong, Singapore, Malaysia, Philippines, Thailand, Indonesia, Taiwan, South Korea, etc.

OTHER CURRENCIES

Table with columns: May 18, £, \$, ¥, etc. Includes data for Argentina, Australia, Brazil, Canada, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Singapore, South Africa, Taiwan, Thailand, etc.

EXCHANGE CROSS RATES

Table with columns: May 18, Pound Sterling, U.S. Dollar, Deutsche Mark, Japanese Yen, French Franc, Swiss Franc, Dutch Guilder, Italian Lira, Canadian Dollar, Belgian Franc, etc.

MONEY MARKETS

Firmer rates

Interest rates were a little firmer at the larger end of the market yesterday, reflecting a return over the future trend in interest rates and the recent attempt to bail out Continental Illinois. Three-month interbank money was quoted at 9 3/8 per cent.

ECU clearing banks' base lending rate 5 1/2 per cent (suite May 10 and 11). Short term rates were a little softer as the Bank of England gave more than adequate assistance on the projected shortage. Weekend interbank money opened at 8 1/2 per cent and eased steadily to 7 7/8 per cent. Rates came back briefly to 7 1/2 per cent before slipping away to around 4 per cent. A late demand pushed closing balances up to 10 per cent.

The Bank forecast a shortage of around £100m will favour affecting the market including maturing assistance and a take up of Treasury bills together draining £180m and a rise in the rate of circulation a further £200m. The forecast was later revised to a shortage of around £200m and the Bank gave assistance in the morning of £20m, comprising

LONDON MONEY RATES

Table with columns: May 18, 1984, Starting rate, Local Authority, Company, Treasury, etc. Includes data for Overnight, 7 days notice, 14 days notice, 28 days notice, 3 months, 6 months, 12 months.

FT LONDON INTERBANK FIXING

Table with columns: One month, Two months, Three months, Six months, Nine months, Twelve months. Includes data for LONDON INTERBANK FIXING, 11.00.00 AM, 11.15.00 AM, 11.30.00 AM, 11.45.00 AM, 12.00.00 PM.

ECU Fixed Rate Export Finance Scheme IV Average Rate of interest period June 4 to May 1 1984 (inclusive): 8.54 per cent. Local authorities and finance houses seven days' notice, their seven days' fixed. Finance Houses Base Rate (published by the Finance Houses Association): 9 per cent from May 1984. London and Scottish Clearing Bank Rates for lending 9 3/4 per cent. London Discount Rate for sums of £100,000 or more 8 1/2 per cent. Treasury Bills: Average tender rate of discount 8 3/4 per cent. Certificates of Deposit: Average tender rate of discount 8 1/2 per cent. Overhead under a month 10 1/2 per cent. Overhead three months 9 1/2 per cent. Overhead six months 9 1/2 per cent. Overhead nine months 9 1/2 per cent. Overhead twelve months 9 1/2 per cent. The rate for all deposits withdrawn for each 7 per cent.

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EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: May 17, Starting rate, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, D-Mark, French Franc, Italian Lira, Belgian Franc, Yen, Danish Kroner. Includes data for Short term, 7 days notice, 14 days notice, 28 days notice, 3 months, 6 months, 12 months.

COMMODITIES AND AGRICULTURE

WEEKLY PRICE CHANGES

REVIEW OF THE WEEK

Crop doubts boost coffee prices

Coffee prices on the London futures market moved up strongly again this week reflecting a continuing shortage of supplies of suitable quality for delivery against futures contracts. A 286.50 rise yesterday left the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

Crop doubts boost coffee prices

ing quota the extra release had little market impact. The lack of good quality coffee is attributed to heavy rain in Brazil and drought in African growing areas last year. Coffee prices also gained ground yesterday, wiping out fall sustained earlier in the week. The July position on the London futures market ended £20.50 up at £201.3 a tonne. An early rise, based on an International Coffee Organisation (ICO) estimate of 112,000 tonnes 1983-84 production deficit, was wiped out by a technical shake-out resulting from an overbought market above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

AMERICAN MARKETS

COFFEE

Gold and silver showed good gains as the market continued to react to the Pétition Bill. Gold advanced to a record high of \$370.00 per ounce. Silver rose to \$10.00 per ounce. Copper advanced to \$1.80 per pound. Lead and zinc prices continued to move higher reflecting their tight supply situations, which were sufficient to offset some of the bearish implications of yesterday's announcement that the Broken Hill strike in Australia had been settled. The rash lead price ended £18.50 up at £32.1 a tonne and cash zinc £48.50 up at £7.75 a tonne. Rises in both markets were encouraged by further reductions in LIME warehouse stocks.

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LONDON OIL

GAS OIL FUTURES

Crude oil prices were firm but not too far from their previous levels. Brent crude advanced to \$28.50 per barrel. Light sweet crude rose to \$27.50 per barrel. Gas oil futures were also firm, with the July position at \$18.50 per tonne.

SPOT PRICES

Table with columns: Crude Oil, Gas Oil, etc. Includes data for Brent, Light Sweet, Gas Oil, etc.

GOLD MARKETS

LONDON FUTURES

Gold led off an advance from Thursday's rise in the London market. The price advanced to \$374.00 per ounce, a high of \$374.00. Trading was generally quiet with only a small reaction to further Middle East tension.

BASE METALS

COPPER

Copper prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

NICKEL

Nickel prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

SILVER

Silver prices were firm, with the July position at \$10.00 per ounce. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

INDICES

FINANCIAL TIMES

Financial Times index closed at 10,100.00. The index was up 100.00 points from the previous close. The index is up 1,000.00 points from the start of the year.

COFFEE

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GRAINS

Grain prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

WHEAT

Wheat prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

RUBBER

Rubber prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

PIGMEAT

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POTATOES

Potato prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

CHICAGO

LIVE CATTLE

Chicago live cattle prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

SOYBEANS

Soybean prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

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BARLEY

Barley prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

ORANGE JUICE

Orange juice prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

SUGAR

Sugar prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

HEATING OIL

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COCOA

Cocoa prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

SOYABEAN MEAL

Soyabean meal prices were firm, with the July position at £192 up from the week at £247.4 a tonne, a 64-year high. Dealers said yesterday's rise was encouraged by talk of sharply lower crops in the Ivory Coast for 1983-84 and Brazil (1983-84). This week's rise took the International Coffee Organisation 15-day average indicator price above 145 cents a lb, triggering the release of another 1m bags 160 kilos each of export quotas. But in view of the difficulty in finding sufficient deliverable supplies even within the exist-

STOCK EXCHANGE DEALINGS

FINANCIAL TIMES Daily May 29 1982

Details of business done shown below have been taken with consent from last Thursday's Stock Exchange Official List and should not be reproduced without permission.

Unless otherwise indicated, denominations are 25p and prices are in pence. The press are those at which the business was done in the 24 hours up to 3.30 pm on Thursday and entered through the Stock Exchange Telexnet system.

They are not in order of execution but in ascending order which denotes the day's highest and lowest dealing prices.

For those securities in which no business was recorded in Thursday's Official List, the latest recorded business in the five previous days is given with the relevant page.

* Bargains at special prices. * Bargains do not include the previous day's. * Bargains do not include securities not recorded in Thursday's Official List.

STERLING ISSUES BY FOREIGN GOVERNMENTS

Austria: 100m Schilling 1982-83 (11.50)
Belgium: 100m Franc 1982-83 (11.50)
Canada: 100m Canadian Dollar 1982-83 (11.50)
Denmark: 100m Danish Krone 1982-83 (11.50)
France: 100m Franc 1982-83 (11.50)
Germany: 100m Deutsche Mark 1982-83 (11.50)
Italy: 100m Italian Lira 1982-83 (11.50)
Japan: 100m Yen 1982-83 (11.50)
Netherlands: 100m Guilder 1982-83 (11.50)
Spain: 100m Spanish Peseta 1982-83 (11.50)
Sweden: 100m Swedish Krona 1982-83 (11.50)
Switzerland: 100m Swiss Franc 1982-83 (11.50)

CORPORATION & COUNTY

British Petroleum 100p (11.50)
Shell 100p (11.50)
British Airways 100p (11.50)
British Telecom 100p (11.50)
British Overseas Airways 100p (11.50)
British Airways 100p (11.50)
British Airways 100p (11.50)
British Airways 100p (11.50)
British Airways 100p (11.50)
British Airways 100p (11.50)
British Airways 100p (11.50)

UK PUBLIC BONDS

100m Treasury Stock 1982-83 (11.50)
100m Treasury Stock 1983-84 (11.50)
100m Treasury Stock 1984-85 (11.50)
100m Treasury Stock 1985-86 (11.50)
100m Treasury Stock 1986-87 (11.50)
100m Treasury Stock 1987-88 (11.50)
100m Treasury Stock 1988-89 (11.50)
100m Treasury Stock 1989-90 (11.50)
100m Treasury Stock 1990-91 (11.50)
100m Treasury Stock 1991-92 (11.50)

COMMONWEALTH GOVT.

100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m Hong Kong Dollar (11.50)
100m Indian Rupee (11.50)
100m Japanese Yen (11.50)
100m New Zealand Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)

FOREIGN STOCKS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

CORPORATIONS - FOREIGN

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

BANKS, DISCOUNT

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

BREWERIES

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

WATERWORKS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

COMMERCIAL, INDUSTRIAL

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

INSURANCE

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

INVESTMENT TRUSTS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UTILITIES

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

WATERWORKS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UNLISTED SECURITIES

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UNIT TRUSTS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

MINES - MISCELLANEOUS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

FINANCIAL TRUSTS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

PROPERTY

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

PLANTATIONS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

RAILWAYS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UTILITIES

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

WATERWORKS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UNLISTED SECURITIES

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

UNIT TRUSTS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

MINES - MISCELLANEOUS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

FINANCIAL TRUSTS

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

PROPERTY

100m Japanese Yen (11.50)
100m Hong Kong Dollar (11.50)
100m Singapore Dollar (11.50)
100m South African Rand (11.50)
100m Swiss Franc (11.50)
100m Taiwan Dollar (11.50)
100m Thai Baht (11.50)
100m Australian Dollar (11.50)
100m Canadian Dollar (11.50)
100m New Zealand Dollar (11.50)

LONDON TRADED OPTIONS

Option	CALLS	PUTS
S.P. 180	145	125
S.P. 185	140	120
S.P. 190	135	115
S.P. 195	130	110
S.P. 200	125	105
S.P. 205	120	100
S.P. 210	115	95
S.P. 215	110	90
S.P. 220	105	85
S.P. 225	100	80
S.P. 230	95	75
S.P. 235	90	70
S.P. 240	85	65
S.P. 245	80	60
S.P. 250	75	55
S.P. 255	70	50
S.P. 260	65	45
S.P. 265	60	40
S.P. 270	55	35
S.P. 275	50	30
S.P. 280	45	25
S.P. 285	40	20
S.P. 290	35	15
S.P. 295	30	10
S.P. 300	25	5
S.P. 305	20	0
S.P. 310	15	0
S.P. 315	10	0
S.P. 320	5	0
S.P. 325	0	0
S.P. 330	0	0
S.P. 335	0	0
S.P. 340	0	0
S.P. 345	0	0
S.P. 350	0	0
S.P. 355	0	0
S.P. 360	0	0
S.P. 365	0	0
S.P. 370	0	0
S.P. 375	0	0
S.P. 380	0	0
S.P. 385	0	0
S.P. 390	0	0
S.P. 395	0	0
S.P. 400	0	0
S.P. 405	0	0
S.P. 410	0	0
S.P. 415	0	0
S.P. 420	0	0
S.P. 425	0	0
S.P. 430	0	0
S.P. 435	0	0
S.P. 440	0	0
S.P. 445	0	0
S.P. 450	0	0
S.P. 455	0	0
S.P. 460	0	0
S.P. 465	0	0
S.P. 470	0	0
S.P. 475	0	0
S.P. 480	0	0
S.P. 485	0	0
S.P. 490	0	0
S.P. 495	0	0
S.P. 500	0	0
S.P. 505	0	0
S.P. 510	0	0
S.P. 515	0	0
S.P. 520	0	0
S.P. 525	0	0
S.P. 530	0	0
S.P. 535	0	0
S.P. 540	0	0
S.P. 545	0	0
S.P. 550	0	0
S.P. 555	0	0
S.P. 560	0	0
S.P. 565	0	0
S.P. 570	0	0
S.P. 575	0	0
S.P. 580	0	0
S.P. 585	0	0
S.P. 590	0	0
S.P. 595	0	0
S.P. 600	0	0
S.P. 605	0	0
S.P. 610	0	0
S.P. 615	0	0
S.P. 620	0	0
S.P. 625	0	0
S.P. 630	0	0
S.P. 635	0	0
S.P. 640	0	0
S.P. 645	0	0
S.P. 650	0	0
S.P. 655	0	0
S.P. 660	0	0
S.P. 665	0	0
S.P. 670	0	0
S.P. 675	0	0
S.P. 680	0	0
S.P. 685	0	0
S.P. 690	0	0
S.P. 695	0	0
S.P. 700	0	0
S.P. 705	0	0
S.P. 710	0	0
S.P. 715	0	0
S.P. 720	0	0
S.P. 725	0	0
S.P. 730	0	0
S.P. 735	0	0
S.P. 740	0	0
S.P. 745	0	0
S.P. 750	0	0
S.P. 755	0	0
S.P. 760	0	0
S.P. 765	0	0
S.P. 770	0	0
S.P. 775	0	0
S.P. 780	0	0
S.P. 785	0	0
S.P. 790	0	0
S.P. 795	0	0
S.P. 800	0	0
S.P. 805	0	0
S.P. 810	0	0
S.P. 815	0	0
S.P. 820	0	0
S.P. 825	0	0
S.P. 830	0	0
S.P. 835	0	0
S.P. 840	0	0
S.P. 845	0	0
S.P. 850	0	0
S.P. 855	0	0
S.P. 860	0	0
S.P. 865	0	0
S.P. 870	0	0
S.P. 875	0	0
S.P. 880	0	0
S.P. 885	0	0
S.P. 890	0	0
S.P. 895	0	0
S.P. 900	0	0
S.P. 905	0	0
S.P. 910	0	0
S.P. 915	0	0
S.P. 920	0	0
S.P. 925	0	0
S.P. 930	0	0
S.P. 935	0	0
S.P. 940	0	0
S.P. 945	0	0
S.P. 950	0	0
S.P. 955	0	0
S.P. 960	0	0
S.P. 965	0	0
S.P. 970	0	0
S.P. 975	0	0
S.P. 980	0	0
S.P. 985	0	0
S.P. 990	0	0
S.P. 995	0	0
S.P. 1000	0	0

EUROPEAN OPTIONS EXCHANGE

Series	Vol.	May	Last	Aug.	Nov.	Feb.	May	Aug.	Nov.	Feb.	Stock
GOLD	8850	5	24.30	60	57	3	—	—	—	—	8476.25
GOLD	8950	404	0.50	100	130	50	17	A	—	—	—
GOLD	9050	4	0.10	103	280	103	7	A	—	—	—
GOLD	9150	1	0.10	103	280	103	7	A	—	—	—
GOLD	9250	1	0.10	103	280	103	7	A	—	—	—
GOLD	9350	1	0.10	103	280	103	7	A	—	—	—
GOLD	9450	1	0.10	103	280	103	7	A	—	—	—
GOLD	9550	1	0.10	103	280	103	7	A	—	—	—
GOLD	9650	1	0.10	103	280	103	7	A	—	—	—
GOLD	9750	1	0.10	103	280	103	7	A	—	—	—
GOLD	9850	1	0.10	103	280	103	7	A	—	—	—
GOLD	9950	1	0.10	103	280	103	7	A	—	—	—
GOLD	10050	1	0.10	103	280	103	7	A	—	—	—
GOLD	10150	1	0.10	103	280	103	7	A	—	—	—
GOLD	10250	1	0.10	103	280	103	7	A	—	—	—
GOLD	10350	1	0.10	103	280	103	7	A	—	—	—
GOLD	10450	1	0.10	103							

John White

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as Abbey Unit Trust, Abbey Growth, Abbey Income, etc., with columns for name, manager, and other details.

FT UNIT TRUST INFORMATION SERVICE 24

Main table of unit trusts including names like Crown Unit Trust Services Ltd, Darwin Unit Trust, etc., with columns for name, manager, and other details.

Table listing insurance companies and services such as AA Friendly Society, Abbey Life Assurance Co, etc., with columns for name and contact information.

Insurances—continued

Table listing insurance companies and services such as Albany Life Assurance Co, etc., with columns for name and contact information.

Table listing insurance companies and services such as General Security Life Insurance, etc., with columns for name and contact information.

Table listing insurance companies and services such as Jones & Co Ltd, etc., with columns for name and contact information.

This space....

In addition to the advertising spaces available on the 'Your Savings and Investments' pages we are now able to offer a further opportunity to reach unit trust investors.

For a limited period only this space on the 'FT Unit Trust Information Service' page will be available to advertisers.

For further information please contact: Nigel Pullman, Bracken House, 10 Cannon Street, London EC4P 4BY Tel. (01) 218 8000

Table listing insurance companies and services such as General Security Life Insurance, etc., with columns for name and contact information.

Table listing insurance companies and services such as Jones & Co Ltd, etc., with columns for name and contact information.

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INSURANCE & OVERSEAS MANAGED FUNDS

Table of insurance and managed funds, including sections for G.T. Management Ltd., Lloyds Life Assurance, and various international funds.

Table of insurance and managed funds, including sections for Property Equity Assurance, Standard Life Assurance, and various international funds.

Table of insurance and managed funds, including sections for Bank of America International, Barclays Overseas International, and various international funds.

Table of insurance and managed funds, including sections for Overseas Investment, Overseas Property, and various international funds.

OFFSHORE AND OVERSEAS

Table of offshore and overseas managed funds, including sections for Overseas Investment, Overseas Property, and various international funds.

NOTES: Prices are in pence unless otherwise indicated and in U.S. dollars where indicated. All prices are as at the date of publication. A full list of prices is available on request.



FT LONDON SHARE INFORMATION SERVICE

Stock	Price	Change	High	Low
139 109 AAN	113	-	113	113
140 109 AEG Research	100	-	100	100
141 109 ALM	100	-	100	100
142 109 BAWAG	100	-	100	100
143 109 BAWAG	100	-	100	100
144 109 BAWAG	100	-	100	100
145 109 BAWAG	100	-	100	100
146 109 BAWAG	100	-	100	100
147 109 BAWAG	100	-	100	100
148 109 BAWAG	100	-	100	100
149 109 BAWAG	100	-	100	100
150 109 BAWAG	100	-	100	100

BRITISH FUNDS

Stock	Price	Change	High	Low
100 100 Short's (Lives up to Five Years)	100	-	100	100
101 100 Short's (Lives up to Five Years)	100	-	100	100
102 100 Short's (Lives up to Five Years)	100	-	100	100
103 100 Short's (Lives up to Five Years)	100	-	100	100
104 100 Short's (Lives up to Five Years)	100	-	100	100
105 100 Short's (Lives up to Five Years)	100	-	100	100
106 100 Short's (Lives up to Five Years)	100	-	100	100
107 100 Short's (Lives up to Five Years)	100	-	100	100
108 100 Short's (Lives up to Five Years)	100	-	100	100
109 100 Short's (Lives up to Five Years)	100	-	100	100
110 100 Short's (Lives up to Five Years)	100	-	100	100

Five to Fifteen Years

Stock	Price	Change	High	Low
111 100 Five to Fifteen Years	100	-	100	100
112 100 Five to Fifteen Years	100	-	100	100
113 100 Five to Fifteen Years	100	-	100	100
114 100 Five to Fifteen Years	100	-	100	100
115 100 Five to Fifteen Years	100	-	100	100
116 100 Five to Fifteen Years	100	-	100	100
117 100 Five to Fifteen Years	100	-	100	100
118 100 Five to Fifteen Years	100	-	100	100
119 100 Five to Fifteen Years	100	-	100	100
120 100 Five to Fifteen Years	100	-	100	100

Over Fifteen Years

Stock	Price	Change	High	Low
121 100 Over Fifteen Years	100	-	100	100
122 100 Over Fifteen Years	100	-	100	100
123 100 Over Fifteen Years	100	-	100	100
124 100 Over Fifteen Years	100	-	100	100
125 100 Over Fifteen Years	100	-	100	100
126 100 Over Fifteen Years	100	-	100	100
127 100 Over Fifteen Years	100	-	100	100
128 100 Over Fifteen Years	100	-	100	100
129 100 Over Fifteen Years	100	-	100	100
130 100 Over Fifteen Years	100	-	100	100

Undated

Stock	Price	Change	High	Low
131 100 Undated	100	-	100	100
132 100 Undated	100	-	100	100
133 100 Undated	100	-	100	100
134 100 Undated	100	-	100	100
135 100 Undated	100	-	100	100
136 100 Undated	100	-	100	100
137 100 Undated	100	-	100	100
138 100 Undated	100	-	100	100
139 100 Undated	100	-	100	100
140 100 Undated	100	-	100	100

Index-Linked

Stock	Price	Change	High	Low
141 100 Index-Linked	100	-	100	100
142 100 Index-Linked	100	-	100	100
143 100 Index-Linked	100	-	100	100
144 100 Index-Linked	100	-	100	100
145 100 Index-Linked	100	-	100	100
146 100 Index-Linked	100	-	100	100
147 100 Index-Linked	100	-	100	100
148 100 Index-Linked	100	-	100	100
149 100 Index-Linked	100	-	100	100
150 100 Index-Linked	100	-	100	100

CORPORATION LOANS

Stock	Price	Change	High	Low
151 100 Corporation Loans	100	-	100	100
152 100 Corporation Loans	100	-	100	100
153 100 Corporation Loans	100	-	100	100
154 100 Corporation Loans	100	-	100	100
155 100 Corporation Loans	100	-	100	100
156 100 Corporation Loans	100	-	100	100
157 100 Corporation Loans	100	-	100	100
158 100 Corporation Loans	100	-	100	100
159 100 Corporation Loans	100	-	100	100
160 100 Corporation Loans	100	-	100	100

COMMONWEALTH AND AFRICAN LOANS

Stock	Price	Change	High	Low
161 100 Commonwealth and African Loans	100	-	100	100
162 100 Commonwealth and African Loans	100	-	100	100
163 100 Commonwealth and African Loans	100	-	100	100
164 100 Commonwealth and African Loans	100	-	100	100
165 100 Commonwealth and African Loans	100	-	100	100
166 100 Commonwealth and African Loans	100	-	100	100
167 100 Commonwealth and African Loans	100	-	100	100
168 100 Commonwealth and African Loans	100	-	100	100
169 100 Commonwealth and African Loans	100	-	100	100
170 100 Commonwealth and African Loans	100	-	100	100

LOANS

Stock	Price	Change	High	Low
171 100 Loans	100	-	100	100
172 100 Loans	100	-	100	100
173 100 Loans	100	-	100	100
174 100 Loans	100	-	100	100
175 100 Loans	100	-	100	100
176 100 Loans	100	-	100	100
177 100 Loans	100	-	100	100
178 100 Loans	100	-	100	100
179 100 Loans	100	-	100	100
180 100 Loans	100	-	100	100

Public Board and Ind.

Stock	Price	Change	High	Low
181 100 Public Board and Ind.	100	-	100	100
182 100 Public Board and Ind.	100	-	100	100
183 100 Public Board and Ind.	100	-	100	100
184 100 Public Board and Ind.	100	-	100	100
185 100 Public Board and Ind.	100	-	100	100
186 100 Public Board and Ind.	100	-	100	100
187 100 Public Board and Ind.	100	-	100	100
188 100 Public Board and Ind.	100	-	100	100
189 100 Public Board and Ind.	100	-	100	100
190 100 Public Board and Ind.	100	-	100	100

Financial

Stock	Price	Change	High	Low
191 100 Financial	100	-	100	100
192 100 Financial	100	-	100	100
193 100 Financial	100	-	100	100
194 100 Financial	100	-	100	100
195 100 Financial	100	-	100	100
196 100 Financial	100	-	100	100
197 100 Financial	100	-	100	100
198 100 Financial	100	-	100	100
199 100 Financial	100	-	100	100
200 100 Financial	100	-	100	100

AMERICANS

High	Low	Stock	Price	Change	High	Low
201	201	201	201	-	201	201
202	202	202	202	-	202	202
203	203	203	203	-	203	203
204	204	204	204	-	204	204
205	205	205	205	-	205	205
206	206	206	206	-	206	206
207	207	207	207	-	207	207
208	208	208	208	-	208	208
209	209	209	209	-	209	209
210	210	210	210	-	210	210

BEERS, WINES & SPIRITS

High	Low	Stock	Price	Change	High	Low
211	211	211	211	-	211	211
212	212	212	212	-	212	212
213	213	213	213	-	213	213
214	214	214	214	-	214	214
215	215	215	215	-	215	215
216	216	216	216	-	216	216
217	217	217	217	-	217	217
218	218	218	218	-	218	218
219	219	219	219	-	219	219
220	220	220	220	-	220	220

CANADIANS

High	Low	Stock	Price	Change	High	Low
221	221	221	221	-	221	221
222	222	222	222	-	222	222
223	223	223	223	-	223	223
224	224	224	224	-	224	224
225	225	225	225	-	225	225
226	226	226	226	-	226	226
227	227	227	227	-	227	227
228	228	228	228	-	228	228
229	229	229	229	-	229	229
230	230	230	230	-	230	230

BANKS, HP & LEASING

High	Low	Stock	Price	Change	High	Low
231	231	231	231	-	231	231
232	232	232	232	-	232	232
233	233	233	233	-	233	233
234	234	234	234	-	234	234
235	235	235	235	-	235	235
236	236	236	236	-	236	236
237	237	237	237	-	237	237
238	238	238	238	-	238	238
239	239	239	239	-	239	239
240	240	240	240	-	240	240

INT. BANK AND O'SEAS GOVT STERLING ISSUES

High	Low	Stock	Price	Change	High	Low
241	241	241	241	-	241	241
242	242	242	242	-	242	242
243	243	243	243	-	243	243
244	244	244	244	-	244	244
245	245	245	245	-	245	245
246	246	246	246	-	246	246
247	247	247	247	-	247	247
248	248	248	248	-	248	248
249	249	249	249	-	249	249
250	250	250	250	-	250	250

FOREIGN BONDS & RAILS

High	Low	Stock	Price	Change	High	Low
251	251	251	251	-	251	251
252	252	252	252	-	252	252
253	253	253	253	-	253	253
254	254	254	254	-	254	254
255	255	255	255	-	255	255
256	256	256	256	-	256	256
257	257	257	257	-	257	257
258	258	258	258	-	258	258
259	259	259	259	-	259	259
260	260	260	260	-	260	260

BEERS, WINES & SPIRITS

High	Low	Stock	Price	Change	High	Low
261	261	261	261	-	261	261
262	262	262	262	-	262	262
263	263	263	263	-	263	263
264	264	264	264	-	264	264
265	265	265	265	-	265	265
266	266	266	266	-	266	266
267	267	267	267	-	267	267
268	268	268	268	-	268	268
269	269	269	269	-	269	269
270	270	270	270	-	270	270

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INDUSTRIALS—Continued

Table of stock prices for various industrial companies, including columns for stock name, price, and other financial metrics.

LEISURE—Continued

Table of stock prices for various leisure and entertainment companies.

PROPERTY—Continued

Table of stock prices for various real estate and property-related companies.

INVESTMENT TRUSTS—Cont.

Table of stock prices for various investment trusts.

OIL AND GAS—Continued

Table of stock prices for various oil and gas companies.



MINES—Continued

Table of stock prices for various mining companies, including sub-sections for 'Australians' and 'Tins'.

NOTES

Textual notes and disclaimers regarding the accuracy of the financial data and the responsibility of the publisher.

REGIONAL & IRISH STOCKS

Table of stock prices for regional and Irish stocks.

OPTIONS—3-month call rates

Table of 3-month call option rates for various stocks.

MOTORS, AIRCRAFT TRADES

Table of stock prices for motor and aircraft trade companies.

Garages and Distributors

Table of stock prices for garage and distributor companies.

NEWSPAPERS, PUBLISHERS

Table of stock prices for newspaper and publishing companies.

PAPER, PRINTING ADVERTISING

Table of stock prices for paper, printing, and advertising companies.

SHIPPING

Table of stock prices for shipping companies.

SHOES AND LEATHER

Table of stock prices for shoe and leather companies.

SOUTH AFRICANS

Table of stock prices for South African companies.

TEXTILES

Table of stock prices for textile companies.

TOBACCO

Table of stock prices for tobacco companies.

TRUSTS, FINANCE, LAND

Table of stock prices for trusts, finance, and land companies.

FINANCE, LAND, etc

Table of stock prices for finance, land, and other companies.

PLANTATIONS

Table of stock prices for plantation companies.

Rubbers, Palm Oil

Table of stock prices for rubber and palm oil companies.

MINES

Table of stock prices for various mining companies.

Far West Rand

Table of stock prices for Far West Rand mining companies.

Oil and Gas

Table of stock prices for oil and gas companies.

Diamond and Platinum

Table of stock prices for diamond and platinum companies.

Central African

Table of stock prices for Central African companies.

